

# THE NATIONAL Provisioner

THE MAGAZINE OF THE

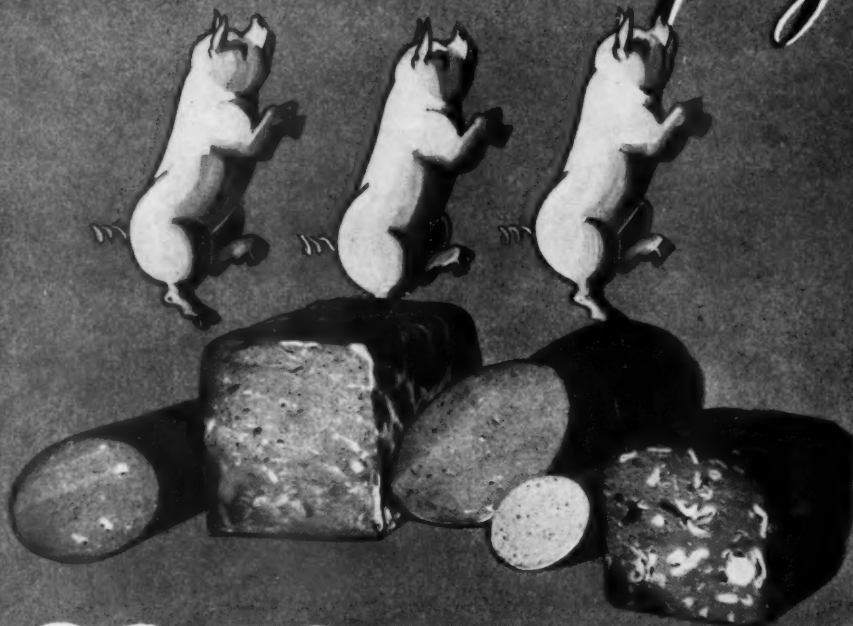
Meat Packing and Allied Industries

Volume 97

OCTOBER 30, 1937

Number 18

*The 3 little pigs*



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*-In Style* WITH  
**Staley's**  
SAUSAGE FLOUR



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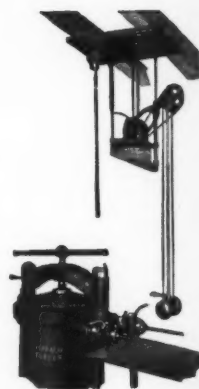
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# THE NATIONAL PROVISIONER

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Volume 97

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# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
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WATCHING THESE LOSSES?

# THE NATIONAL PROVISIONER

OCTOBER 30, 1937

*The Magazine of the Meat Packing and Allied Industries*

## Packer Gets a Lesson in Fuel Saving

IN ITS survey of packinghouse power plants during the past 4 years THE NATIONAL PROVISIONER STEAM AND POWER SAVING SERVICE has inspected many boiler rooms in which the only instruments installed to guide the operating force were steam and water gauges.

Economical boiler operation cannot be secured under such conditions. No matter how capable and experienced the men in charge may be, they cannot know what is occurring in furnaces and boilers, and therefore they have no facts on which to operate efficiently to secure low costs.

### Measuring Fuel Savings

One of the greatest aids to the economical use of fuel is a CO<sub>2</sub> meter installed on each boiler, because it is an accurate indicator of the efficiency of combustion. The information it gives the operating force enables the very important operation of burning coal to be put on a scientific basis, resulting in savings that yield a large return on the cost of the instrument.

Engineer Wright, who recently came on the job in a Midwestern meat packing plant, has called for three CO<sub>2</sub> meters for use in his campaign to put his boiler room on an efficient basis and cut steam costs.

Packer Burke, having learned by experience that lack of interest in the power plant can be costly, has called Wright to his office to discuss the need and value of these instruments before acting on the requisition.

### BOILER EFFICIENCY PAYS DIVIDENDS

Control board of high-pressure boiler in plant of John Morrell & Co., Ottumwa, Ia., with indicating and recording temperature instruments, draft gauges, CO<sub>2</sub> meter, etc. From this point the man in charge may adjust operating conditions so as to secure highest boiler efficiency. (Photo Hays Corp.)

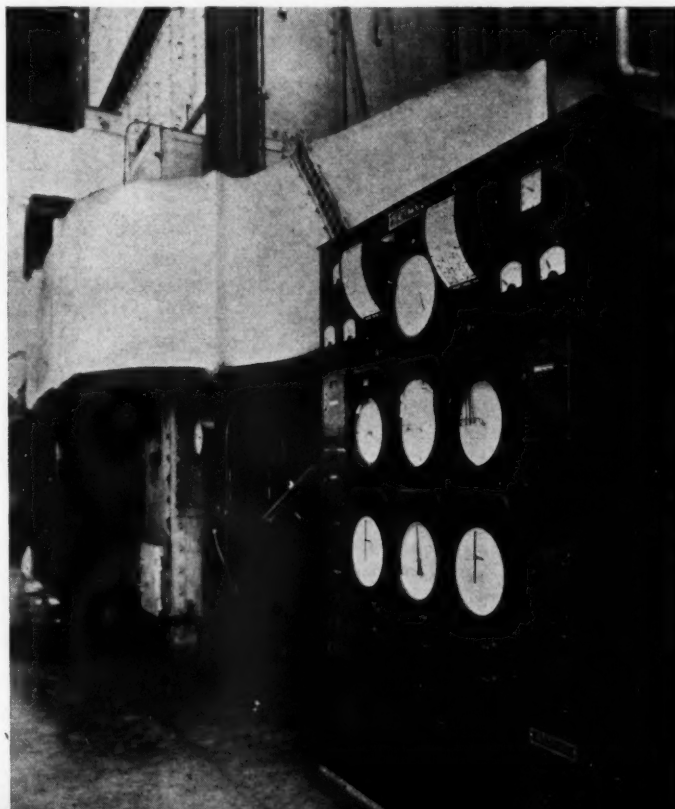
The conversation will be interesting to packers who have not learned that possibilities for savings may be greater in the power plant than in any other department of a packinghouse.

PACKER BURKE: Good morning, Bill, how's the power department this morning?

### What CO<sub>2</sub> Meters Are

ENGINEER WRIGHT: Pretty good, boss. We are not yet getting the results we hope for, but we're making steady progress. You know things were in pretty bad shape when I took hold.

BURKE: I realize that now, Bill. I should have taken more interest in our boiler room. If I had we





would have saved plenty of money. But that's past. What we must concern ourselves with now is getting equipment in first-class shape and cutting our steam costs.

What I want to talk about this morning is this requisition of yours for three CO<sub>2</sub> meters. I know about solid CO<sub>2</sub> for refrigeration, but I fail to understand its connection with a boiler room. I never heard of CO<sub>2</sub> meters or of their being used in a meat plant.

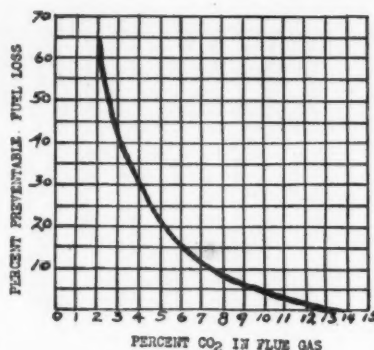
WRIGHT: I guess there are not many packers who have them. That is their loss, however. CO<sub>2</sub> meters are devices for measuring the percentage of carbon dioxide in the boiler flue gases.

BURKE: But why is it necessary to know that? These instruments apparently cost considerable money, and before approving of disproving this requisition I want to know how they will be of advantage to us in a money-saving way.

### Relation of CO<sub>2</sub> and Air

WRIGHT: It's rather a long story, but I will try to explain as briefly as possible.

In all except the gaseous fuels, carbon constitutes 80 per cent or more of the combustible components. Air is required to burn this carbon. When the supply of air to the furnace is properly



### HOW FUEL LOSSES MOUNT

This chart shows the preventable fuel losses for each 1 per cent of CO<sub>2</sub> in the flue gas. Ideal conditions are obtained when the CO<sub>2</sub> content reaches 14 per cent. Ten to 12 per cent of CO<sub>2</sub> is commonly obtained in well-operated boiler rooms.

regulated a large percentage of this carbon is burned to carbon dioxide.

If not enough air is supplied, some of the carbon is only partially burned, being transformed to carbon monoxide (CO) instead of CO<sub>2</sub>. If too much air passes through the fuel bed the proportion of CO<sub>2</sub> in the boiler flue gas is diluted. You will readily understand, therefore, that the percentage of CO<sub>2</sub> in

the flue gas is an accurate indication of the efficiency and completeness with which the coal is burned.

### Burning Carbon

BURKE: I see; very similar to the mixing of air and gasoline in the engine of an automobile. It seems to me, however, that the problem of burning the carbon is very simple—merely one of supplying an excess of air.

WRIGHT: So far as burning carbon is concerned, that is true. But we shouldn't use any more air than is required to burn the greatest possible amount of the carbon in the fuel. Excess air needlessly cools the fire and calls for burning more fuel to evaporate a given quantity of water in the boiler.

BURKE: Your explanation has made clear to me the relationship of air to combustion, and I think I understand the function of a CO<sub>2</sub> meter. Assuming proper proportioning of the air to the fire is required to prevent waste of fuel, why are CO<sub>2</sub> meters necessary? Can't you properly regulate the air without them?

### Why Meters Are Necessary

WRIGHT: It can't be done. Without instruments we can no more get the best efficiency in our furnaces than your sausage maker can produce uniform products without a scale to accurately measure all the ingredients which go into them. We can use our best judgment, of course, but we have no way to check results.

Without instruments we must guess—and guessing is bad business in the power plant! You know that from experience.

BURKE: You bet I do, and I don't want any more of it. But please explain to me just how knowing the percentage of CO<sub>2</sub> in the boiler flue gas will enable us to reduce our coal cost.

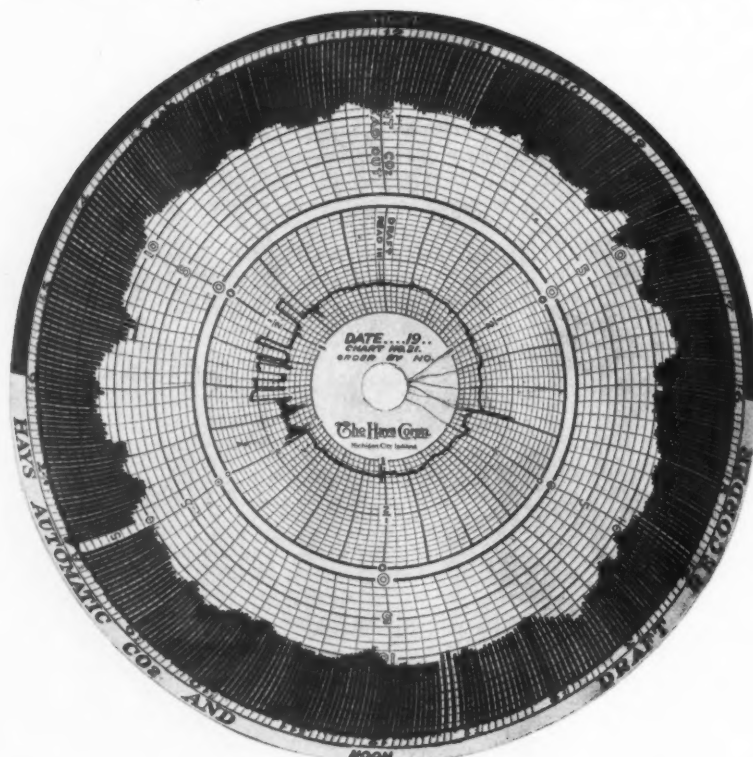
### How Money Is Saved

WRIGHT: Let us assume that after installing CO<sub>2</sub> meters we find the percentage of carbon dioxide in the flue gas is only 6 per cent. That means we are not burning as much of the carbon in the fuel as we should. Six per cent CO<sub>2</sub> indicates a preventable fuel loss of 17.72 per cent.

We would then regulate our draft, thickness of fuel bed, etc., to increase the percentage of CO<sub>2</sub> as much as possible. If we brought CO<sub>2</sub> percentage to 10, and we should be able to do better than that with our equipment, our preventable fuel loss would then be only 5.33 per cent.

BURKE: Do you mean to say there is a possibility of reducing our fuel bill 12.39 per cent by increasing CO<sub>2</sub> in the flue gas from 6 to 10 per cent.

WRIGHT: I would not like to guarantee that, but it is a possibility we can't afford to overlook. It is possible our CO<sub>2</sub> percentage averages better than 6, and again it might be lower. On the other hand, it is entirely possible we



### KEEPING A RECORD OF FUEL LOSSES

Percentage of carbon dioxide in the flue gas is a reliable indicator of the percentage of preventable fuel loss. CO<sub>2</sub> usually is measured with an automatic flue gas analyzer, and the percentage recorded on a chart in the manner shown here. These charts are invaluable in maintaining the best furnace operating conditions.



## NO GUESSING HERE

An indicating and recording CO<sub>2</sub> meter, shown at left of boiler control board, is one of the instruments considered essential by Krey Packing Co., St. Louis, Mo., for producing steam at minimum cost. It records percentage of carbon dioxide in flue gas from two 400-lb., 400 h.p. boilers. (Photo Republic Flow Meters Co.)

might bring CO<sub>2</sub> up to 12 or 12½ per cent, in which case our preventable fuel loss would be only from about 1.5 to 2.2 per cent.

**BURKE:** This is all very interesting, but how do you know the percentage of CO<sub>2</sub> in the flue gas is not now high and that if we install CO<sub>2</sub> meters not enough improvement would be made to justify the expense.

### Incentive to Firemen

**WRIGHT:** The chances are all in our favor. As we are now operating we have no check whatever on results. Under such conditions there is little or no incentive for the firemen to do their best. With recording CO<sub>2</sub> meters installed, and a record of combustion efficiency available for every minute of every working day, a man must show results to hold his job.

**BURKE:** I will agree to that. What other advantages may we expect if we install these meters?

**WRIGHT:** In a meat packing plant steam demands vary suddenly and widely. It is impossible for anyone in the boiler room to foresee these, or even to materially change conditions when loads increase or drop off. With a visual record of just what is occurring in the furnaces, conditions can be adjusted immediately to care for any kind of a load most efficiently.

### How Losses Are Indicated

**BURKE:** Very good. What is the lowest theoretical fuel loss?

**WRIGHT:** Zero, obtained when percentage of CO<sub>2</sub> in the flue gas is 14.

**BURKE:** Might we hope to increase our CO<sub>2</sub> to 14 per cent and eliminate all preventable fuel loss?

**WRIGHT:** No. It is possible, however, we might maintain CO<sub>2</sub> at 12½ per cent, in which case, as I said, our preventable fuel loss would only be about 1.50 per cent.

**BURKE:** What would you say our percentage of CO<sub>2</sub> averages?

**WRIGHT:** Unless conditions are much better than I suspect, it is not above 8 per cent, indicating a preventable fuel loss of 9.77 per cent.

### Big Savings Possible

**BURKE:** Do you mean to say that by installing CO<sub>2</sub> meters our preventable fuel loss might be reduced from an average of 9.97 per cent to an average of around 1.50 per cent?

**WRIGHT:** I think that is entirely possible.



**BURKE:** That means our preventable loss would be reduced 8.47 per cent. At the present time I believe we are burning about 1,200 tons of coal per month, costing \$3.12 per ton. Our saving, according to your estimate, would therefore be about 101 tons per month, or approximately \$327. That would be big interest to make on the investment

in these meters. Did you realize this?

### Meters Are Watchmen

**WRIGHT:** Perfectly, and I think we can make it. I would also like to point out that CO<sub>2</sub> meters are not only valuable as indicators of combustion efficiency. They also show indirectly when bad conditions exist in a boiler. When losses are occurring from various other situations not connected with combustion, we will be in a position to know something is wrong and we can make immediate correction.

If the CO<sub>2</sub> percentage is correct, but fuel consumption is high, for example, we will know there are losses somewhere. There may be loss of heat through faulty insulation, dirty heating surfaces and scaled tubes, or the hot gases may be short-circuiting through broken baffles.

**BURKE:** Tell me one other thing, Bill. If CO<sub>2</sub> meters are as valuable in reducing fuel costs as you say they are, why is it they are not installed in more packinghouse boiler rooms?

### Value Not Realized

**WRIGHT:** Probably for the same reason they have not been installed in this plant. Packers generally do not realize the need for them, any more than you did before we had this talk.

If you had considered my requisition without permitting me to explain why and how CO<sub>2</sub> meters save money, the chances are it would have been turned down. I might have requisitioned them a second time, and perhaps you would again have refused to buy them for me. I might then figure that, if you were not interested in making savings in your boiler room, why should I worry?

That is what happens in many meat packing plants. Waste and loss are con-

(Continued on page 19.)

## YOUR Fuel Losses

This table shows fuel losses resulting from improper furnace operation. Here is a source of saving in fuel cost of which many packers may not be aware.

No boiler can be operated most economically unless instruments are installed to indicate percentage of carbon dioxide in boiler flue gas.

How these instruments aid in making large savings is told in the accompanying article.

PER CENT CO <sub>2</sub> IN FLUE GAS	PER CENT PRE- VENTABLE FUEL LOSS
2.0	79.90
2.6	58.40
3.0	48.80
3.6	38.44
4.0	33.22
4.6	27.19
5.0	23.94
5.6	19.93
6.0	17.72
6.6	14.90
7.0	13.30
7.6	11.20
8.0	9.97
8.6	8.35
9.0	7.39
9.6	6.11
10.0	5.33
10.6	4.26
11.0	3.63
11.6	2.75
12.0	2.22
12.6	1.48
13.0	1.03
13.6	0.39
14.0	0.00

# GOOD MEAT *in Plenty* at American ROYAL SHOW

**C**ROP conditions in the agricultural region centering in Kansas City have been none too good in the past few years owing to drought. In spite of this fact the American Royal Live Stock Show, held at Kansas City on October 16 to 23, was one of the largest in the long history of the show. Livestock entries were large, educational and entertainment features outstanding, and the attendance from day to day was one of the best ever recorded.

Exhibits came from throughout the West, Southwest and Central West, with many top prizes going to youthful exhibitors. The show was estimated to have netted exhibitors some \$325,000, of which \$102,000 was paid for fat cattle, \$15,000 for fat sheep and lambs, \$12,000 for fat hogs, \$68,000 for stocker and feeder cattle, \$65,000 in premiums and the balance in the sales of excess breeding stock.

Not only packers on the Kansas City market and at nearby points, but even New England and New York packers, were generous buyers in the cattle division, and fat lambs and hogs found outlets at prices gratifying to exhibitors.

## Boys Win Championships

Grand championship of the show went to a junior Hereford calf, "Texas Type", shown by 16-year-old J. D. Jordan of Art, Tex. Championship of the junior division went to a 1,000-lb. black steer, shown by 12-year-old Donald Fulkerson of Brimson, Mo. Both animals sold for \$1 per pound. The grand champion, weighing 760 lbs., was bought by Lou

Williams, Williams Meat Co., for the Kansas City Club. W. S. Schneider, Schneider Meat Co., bought the reserve champion for the Muehlbach hotel. The grand champion steer in the 4-H division sold for 30c per pound to an Oklahoma stockman who had it processed by the Maurer Packing Co. for a local hospital. A total of 226 head of individual steers were auctioned.

In the carlot cattle division the grand champion carlot of Angus cattle were sold for \$21.00 per cwt. to the Williams Meat Co. Breed champion carlots brought \$17.50 and \$17.75 per cwt. In the feeder division 93 carloads were in competition.

## Hog and Lamb Sales

The grand champion fat barrow of the show, a 300-lb. Hampshire, was bought by the Rice Sausage Co., Lee's Summit, Mo., at \$40 per cwt. This company paid \$14 per cwt. for the champion of the junior division, while Armour and Company bought the grand champion carlot of Poland Chinas at \$11 per cwt. Judges of fat hogs were G. Kiley of Swift & Company, R. Willet of Armour and Company, H. G. Kalhorn of Cudahy Packing Co. and E. Ettlinger of Wilson & Co., all of Kansas City.

Kroger Grocery & Baking Co. bought the grand champion fat lamb, paying \$102 for this 100-lb. wether, the meat of which was donated to a Kansas City hospital. Grand champion in the junior division sold to Maurer Packing Co. for \$67, while Jacob Bros. bought the champion in the vocational agricultural division for \$50.

In addition to packers already mentioned as participating in the purchase of champions, buyers of top show animals included Sturtevant & Haley of Boston, Levy Meat Co. of Kansas City, New England Dressed Meat & Wool Co. of Boston, Neuer Bros. of Kansas City, Hensler Meat Co., Meyer Kornblum, Baum Packing Co., Kansas City Dressed Beef Co., Jacob Bros., Safeway Stores, and Armour, Swift, Wilson and Cudahy, who were large buyers of all classes.

## Meat Show a Feature

At the American Royal—as at other major livestock shows—meat has come to be an important division of the show. "Around the clock with meat" was the center theme this year. Meats for breakfast, for lunch, for dinner and for the midnight snack were all shown. Another feature was the showing of sausage and meat specialties, with the suggestion that they add variety and at the same time are high in food value. Little pigs made of lard attracted much attention.



## PURPLE WINNER

This grand champion steer of the American Royal Live Stock Show was a 760 lb. junior Hereford calf which sold for \$1 per pound. He was fed and exhibited by 16-year-old J. D. Jordan, here shown with his winner "Texas Type."

As answer to complaints of high cost of meat many suggestions were given the housewife on less expensive cuts, and the location of these cuts in the carcass was interestingly shown. At the back of the display hung a side each of beef, pork and lamb, marked off into the wholesale cuts; the percentage each cut is of the carcass was given. Below were typical cuts, many of the less expensive type and some of the more expensive ones. Beside each was an outline drawing of a side, with the particular cut shadowed on the drawing.

Thus the consumer could see that many cuts costing much less than steaks, chops and rib roasts are available, and could decide for herself that from a consumptive standpoint they came from equally desirable parts of the carcass. The exhibit was under the auspices of the National Live Stock and Meat Board. Refrigeration for the extensive coolers was furnished by the Baker Ice Machine Co., Omaha, Neb.

## Meat Judging

Meat judging was another important feature of the show, under the sponsorship of the National Live Stock and Meat Board in cooperation with the American Royal Management. This included an intercollegiate meat judging contest and an intercollegiate judging and identification contest for home economics students.

Piling up a score of 2,497 points out of a possible 2,700, the University of Nebraska won the championship title in the 1937 Intercollegiate Meat Judging Contest at the American Royal Live Stock Show over seven other competing institutions. The Cornhuskers were coached by Prof. Ross H. Miller. Runner-up in the contest was the Oklahoma Agricultural and Mechanic College with 2,472 points.

(Continued on page 15.)

## MEAT CUTS FOR ALL

Meat cuts for full pocketbooks and meat cuts for more slender ones were featured in the meat exhibit of the National Live Stock and Meat Board at the recent American Royal Live Stock Show at Kansas City. By clever sketches the location of each cut was shown on the carcass.



# Live and Dressed Hog

## WEIGHTS Checked on Scale

IN developing the method of rail grading of hogs in Canada one of the earlier problems was that of preserving identity and ownership of carcasses throughout plant processes. Ear tagging and tattooing were tried. Both methods have been retained, but tagging has become more popular.

At first some trouble was experienced with tags, due chiefly to overscalding and tendering of ears resulting in the tags falling off. Now that thermostatic control is generally used on scalding tubs, this trouble is no longer experienced. Tattooing was a matter of finding the right ink; that, too, has been solved.

### The Weighing Problem

Then the need of weighing was tackled. This resulted in an automatic scale being employed. This was developed by Canadian Fairbanks-Morse Co., Ltd., Toronto, and the Fairbanks scale factory at St. Johnsbury, Vt.

Many of these special scales are now used in packing plants throughout Canada. Typical installations are in the plants of J. M. Schneider and Sons Ltd., Kitchener, Ont., and the Swift Canadian Co., Toronto.

Hogs, after passing through scraper and singer, are suspended from an overhead monorail above the killing floor. Push fingers placed 24 to 36 in. apart on a conveyor chain above the rail move the hogs along at speeds ranging from 200 head to as many as 540 per hour.

### How Hogs are Weighed

That section of the rail on which the hog is weighed slopes slightly, so that gravity moves the carcass ahead of chain finger. In that brief period when finger is catching up to trolley, hog is at rest and is weighed accurately. Just before the hog is pushed onto the floating rail the finger throws a limit switch which, approximately half a second later, actuates printing of hog weight on two tickets and a roll tape.

One weight ticket is placed on the animal, the second goes to the government inspector, and roll tape is retained by the plant for its own records. That section of track on which weighing is done corresponds in length with distance between chain fingers, so that as one animal leaves that section another is pushed on. Considerable time is saved, because the indicator does not return to zero reading, fluctuating only between weights of hogs.

Scale mechanism consists of overhead abattoir irons mounted on stands above the monorail carrier, from which is suspended the ball-bearing shuttle

track. For weight registering there is a 20-in. galvanized, moisture-proof "P" type dial graduated by 1-lb. increments to 750 lb. Tare beam is graduated by 1-lb. increments to 200 lbs. The built-in Printomatic, actuated by a limit switch, prints animal's weight.

### Weighing Errors Eliminated

Dial scale and printing mechanism are mounted on a sub-base and legs. A heat unit on the printing machine flood-

D	○	3313
1 5 9		WEIGHT
1 5 9		WEIGHT
MARK	○	GRADE
HOLD FOR GRADING		
DOMINION DEPARTMENT OF AGRICULTURE		3313

### HOG WEIGHT TICKET

Weight ticket on which carcasses are printed automatically by the hog-weighing scale.

lights ticket cartridge and protects both tickets and mechanism from dampness. Push-button control of the machine is provided for testing and for use by the weigher if the limit switch should fail to function.

Previous methods of weighing hogs were sometimes inaccurate. Tests made at plant of Canada Packers, Ltd., showed a remarkable degree of accuracy with the new hog grading scale. An exact check resulted in 65 per cent of the weights taken, 30 per cent checked within ½ lb., and only 5 per cent showed a variation of 1 lb. This was practically a perfect test, for checking was done with a scale that had ½-lb. minimum graduations.

### Use in U. S. Plants

In the Schneider plant approximately 6 seconds time was saved on each weighing with this dial scale and print-

ing machine over the ordinary double beam type scale.

Although American meat packers do not buy hogs based on rail weights, they were quick to see the advantages of this type of scale for weighing carcasses on the killing floor, and these scales with Printomatics are being installed in many plants. In the plant of Elliott & Co., Duluth, Minn., for example, this scale has enabled dressing operations to be speeded up and assures correct weighing of carcasses just before they pass from the dressing floor to the chill room.

In this case the complete weighing equipment consists of the scale with shuttle track, moistureproof dial and Printomatic arranged for printing weights up to 750 lbs. by 1 lb. increments, recording the carcass weights on a single roll tape.

### A Check on Weights

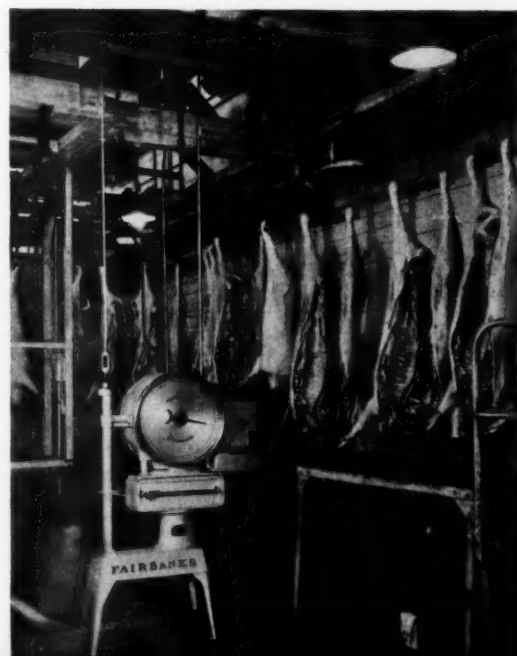
Weights are automatically obtained by the scale and recorded on the roll tape as the hogs are carried over the rail. In showing printed weights of dressed hogs, the roll tape record permits determining loss between live and dressed weights and facilitates a check on outgoing selling weights, as compared with weights of dressed meats going to cooler.

A scale installation of this kind also provides an accurate record of operations, including a count of the number of hogs passing through the plant without policing from the office. Any trolleys passing over the shuttle track empty are automatically indicated by a zero reading on the tape.

As is the case in the Schneider plant, the printing mechanism can be arranged to print weights on tickets or on both roll tape and tickets, rather than on the roll tape alone.

### ACCURATE WEIGHT RECORDS

Hog weighing scale with printomatic used in plant of Elliott & Co., Duluth, Minn. (Photo Fairbanks-Morse Co.)





# MERCHANDISING MEAT

*News from the meat selling front  
Helps for meat manufacturers and dealers*

## BETTER Selling

### Packer Profits by Study of Merchandising Methods

**T**HERE is a great deal to be learned through a frank study of meat merchandising methods.

Many sales executives, however, have been reluctant to undertake revision of their sales policies because they were afraid of losing business to competitors. That such a revision may not bring with it the calamitous results sometimes regarded as certain was brought out by G. L. Childress, general manager, Houston Packing Co., of Houston, Tex. in an address recently before a large group of packinghouse sales executives.



G. L. CHILDRESS

#### Changes Needed

"Our industry has made many progressive steps in plant production, employee relations, scientific control and other operating processes, but it has been very backward in changing its methods of selling merchandise," said Mr. Childress.

"We have hesitated to discard old practices that we knew were uneconomical, because we were afraid of losing business to competitors. The Houston Packing Co. has been giving this matter considerable study for a period of time. We began several months ago to change some practices which, in our judgment, were unsound and were costing us money.

"In discussing these steps (which are based on the operations of the Houston Packing Co.) I should like to say that we have not approached perfection in any way and that we are not performing miracles. We simply are trying hard to help to improve the distribution of meat products.

#### Things to Remember

"It is our view that members of this industry are not in business for their health, and we definitely feel that this

industry should operate on a sounder basis from a standpoint of profits. It has depended too long on inventory profits.

"In approaching this problem it is well to realize that the responsibility for any changes falls to the sales executives. It is a great responsibility, but a sales executive can accomplish anything that is reasonable.

"In facing the situation it seems to us that we must realize we have a distribution problem; that we must have the courage to adopt changes; that we must recognize that we are face to face with a shorter work week in this country and, therefore, must assume responsibility for a more uniform schedule of work—which really calls for intelligent sales planning; that any changes made will result in all of us being in the same position; and finally, that we must have confidence in each other."

#### Reducing Sales Expense

Twelve distinct steps to reduce unnecessary expense in selling and delivering meat products were taken by the Houston Packing Co., Mr. Childress indicated. Launching of each step was based on a careful scrutiny of practices of the company, and were undertaken only after an adequate study had been made which brought out the fact that methods then employed were costing money that should not at the time be

expended.

Steps taken and Mr. Childress' comment on them follow:

#### Allowances

"1. We are not making any advertising or merchandise allowances of any kind.

"When merchants opened new stores or had some special sale, our salesmen thought that we should participate with other manufacturers in giving free goods or running ads in the newspapers. But for several months we have declined to do this, and we do not know of a case where we have lost any business by having this rule in effect. This leaves us free to plan and execute our advertising on a budget basis. We are well satisfied with the results we have been able to obtain.

#### Store Sales

"2. We believe that a certain number of store sales are valuable and encourage our salesmen to hold them.

"One reason is that we want our salesmen to get directly the consumer's reaction to our products, but we have never permitted a member of our sales staff to do general sales work in a store. All the salesman's efforts are directly confined to the selling and advertising of our merchandise.

#### Sales Hours

"3. In co-operation with some of our competitors, we decided some time ago that we were going to change the hours in which merchandise could be sold in our wholesale market and at our branches.

"We adopted the rule of opening for business at 7 o'clock in the morning. We will not accept orders from our salesmen directly or from customers over the telephone after 4 p.m. We close at noon Saturdays.

"We require that our salesmen turn their orders in at various times during the day, so that we will not have a large volume of business turned in just before the closing hour of 4 p.m. We will not accept orders for shipment on our car routes later than 2 p.m. for shipment the following day.

"This gives us an opportunity to work a 48-hour week in our markets and branches, and schedule our work advantageously all through the plant. It has resulted in the loss of no business we know of, and has effected considerable economies in all the plant departments. It has resulted in more careful filling of orders. This has been one of the most helpful changes we have made

(Continued on page 14.)

## TWELVE Saving Steps

One packer was not afraid of losing business by improving his selling methods. This is what he did:

1. Discontinued advertising and merchandising allowances.
2. Prohibited salesmen participating in store demonstrations or selling.
3. Enforced strict selling hours.
4. Abolished calling customers back by phone.
5. Prohibited misbranding.
6. Forbade entertainment of customers.
7. Refused reverse phone and wire charges.
8. Abolished orders under 25 lbs.
9. Established one delivery per day.
10. Limited shading privileges to 1/2c for 200 lbs. or more. Discouraged all shading.
11. Trained salesmen on credits and collections.
12. Reduced truck accidents by training drivers.



# IMPULSE *Buying*

## Sales Volume Increased by Use of Counter Display

COUNTER display cartons have long been important aids in profitably merchandising meat products. Their use by packers is expanding rapidly with the growing practice of packaging in small identified units to meet the modern housewife's needs for meal portions and her ideas on convenience and cleanliness.

Dry and fresh sausage, bacon, frankfurters and weiners, sandwich spreads, dried beef, chili con carne and butts in artificial casings are some of the products to which greater eye and sales appeal are given by packing in colorful display cartons. Many others could be mentioned.

Recent advertisements in national magazines by the Sutherland Paper Co., Kalamazoo, Mich.—in some of which a large variety of counter display cartons were illustrated—served to emphasize the growing use of these containers for meat food products. In one such illustration, reproduced herewith, 17 of the 38 cartons shown had been designed for packaged meats.

All of these were of the type in which the cover, when opened and folded back, forms the display feature. Most of these cartons had die-cut covers, on many of which were illustrations of the product cooked and ready to serve.

### SHE BOUGHT THE BACON

She hadn't intended to, but the counter display carton caught her eye and the dealer got her order.



While designed, of course, to popularize counter display cartons and increase their use, it is very probable that this advertising was helpful in building a considerable amount of good will for the products of those packers whose cartons were shown.

In other advertisements illustrations of a housewife making purchases at a meat counter were used. Here also a prominent feature of the illustration was a counter display carton for sliced bacon and sliced bacon in a window-top carton.

Much has been said in THE NATIONAL PROVISIONER from time to time about "impulse sales," and the need for the meat merchandiser to plan his packages and displays so that he will get his share of this business. Impulse sales were the theme stressed in the body of these ads.

"And so she bought some bacon," one ad said. "She hadn't intended to . . . but it was in a Sutherland display carton within easy reach . . . clean, carefully wrapped and inviting. An unexpected purchase was made and another menu problem solved . . . a typical incident in stores everywhere.

"Millions of impulse purchases are made daily through the 'stop, look and buy' influence of attractive display cartons such as these illustrated," another ad informed. "An increasing number of manufacturers in every field are realizing that people appreciate having good things called to their attention—that even the most common and inexpensive products take on a new interest when their need and use are so impressively suggested."

### COLOR ON SHIPPING BOXES

Of considerable interest to meat plant advertising and merchandising men is a new publication, "How to Use Color on Corrugated Shipping Boxes," recently issued by the Hinde & Dauch Paper Co., Sandusky, O. This is the fourth of a series of handbooks and is appropriately printed in four colors.

### IMPULSE BUYING

Volume of meat product sales has been greatly increased through the "eye appeal" of items attractively packaged. Counter display cartons are a useful tool in packer merchandising to help achieve this result.

Illustrations in color throughout the book show how color can be used effectively to give products identification and sales appeal. "Over-all" patterns, colorful designs and other features of the modern shipping container are graphically explained. "How to Use Color" attempts no highly technical discussion, but gives instead the fundamental facts helpful to the wise selection of color for corrugated box design.

One of the interesting highlights of the book is a chapter titled "A Case History from the H. & D. Files." This shows the step-by-step evolution of a colorful shipping container.

## Getting More for FAT BACKS

A CONSIDERABLE and growing proportion of a Michigan packer's production of fat backs is cured and wrapped in printed transparent cellulose for distribution through retail stores. Offered to consumers in this manner as an experiment, and in an effort to secure better prices for these cuts, demand for them has shown a steady increase.

Fat backs are given a mild pickle cure and cut into squares weighing about 3 lbs. before being wrapped. By selling fat backs in this manner this packer has been able to secure net prices for this cut several cents higher than when marketing them via of the lard tank or in carlots.



## BETTER SELLING

(Continued from page 12.)

in distribution of products in many years.

"4. We have been encouraging our salesmen who work the city trade to avoid calling customers back on the telephone.

### Calling Back on Phone

"For example, a salesman would go to a store and sell some items for delivery the following morning, and the customer would request that he call him back later in the afternoon to see if he needed anything else. The result was that we had to handle additional orders, and we have found our salesmen can avoid this 95 per cent of the time by thoroughly working the customer when he is in the store.

"We know of packers who maintain a battery of telephones for salesmen to use in calling the trade after they finish working their routes. Our men are instructed to work their trade thoroughly while they are on the ground, and then go home when they finish the day's work.

### Other Improvements

"5. We have never seriously considered requests that we have received from merchants and our own men to misbrand any kind of merchandise.

"6. We believe the relationship between salesmen and customers should be strictly business, and that excessive entertainment of customers is bad practice and will lead to embarrassment to either the salesman or the house he represents.

"7. About a year ago we adopted the policy of declining to accept reverse telephone and telegraph charges.

### Reverse Phone Charges

"For a while, we had some trouble, but in each and every case we wrote the customer (with a copy to the salesman) and advised him very courteously that we would not accept another message or telephone call with charges collect. We would also impress on the salesman that to save embarrassment and ill will among the trade, they should tell all their customers we would not accept collect telephone and telegraph charges. We did not have more than a dozen such instances until our sales organization had the matter well in hand, and we have not been bothered in this respect for many months.

### Small Orders Refused

"8. On May 24, 1937, we adopted the policy of accepting no orders for one delivery for less than 25 pounds from one customer.

"We had been working on this problem for sometime, and had our salesmen well sold that it was sound business to insist on 25 pounds or more. And when we put the rule into effect 95 per cent of our orders were for 25 pounds or

more. We know it is a sound policy.

"9. A little over a year ago we adopted a new schedule of deliveries at our Houston market and branch houses.

### Delivery Schedules

"We worked in Houston, for example, for about a year on a schedule of two deliveries on Tuesday, Wednesday and Thursday and one delivery on Monday, Friday and Saturday. But we found we could schedule our deliveries so that no customer would receive more than one delivery in one day.

"This is working out very satisfactorily. Customers tell us they would not consider going back to the old schedule of dividing their orders up for several deliveries each day. Now, when our salesmen come around for their orders, customers know they will get their delivery on the next morning run. Other packers in Houston are practically 100 per cent on the same schedule. From the standpoint of wear and tear on trucks, gasoline expense, extra driver expense and other considerations, it is hard for us to estimate how much this will save in a twelve-month period.

"In this connection, on deliveries made during the afternoon, our trucks ran quite a hazard in being on the streets when traffic is heavy. Trucks are now loaded at 6 o'clock in the morning, before any traffic interference, and our deliveries are practically completed before traffic gets heavy in the downtown district.

### Shading Privileges

"10. Effective January 1st of this year we adopted the policy of limiting the amount of trading or shading privilege in all our sales departments. In no instance do we authorize more than 1/2c shade in quantity lots of 200 pounds or more.

"We have found in analyzing hundreds of orders that shading gets to be a habit with some salesmen. All of us have 'volume-minded' salesmen, or those who have no realization that one-half cent in this business means the difference between profit and loss. This particularly applies to salesmen who call on 'sharp' buyers. Some of these buyers have been in such a habit of chiseling packers' prices that they will hardly buy anything unless they get a price concession.

### Cut Out the Chiselers

"We have taken the positive stand with every salesman in our organization that we will not sell the same quantity and quality of merchandise to one class of merchants in a locality for less than we will sell the same quantity and quality to the trade in general. This eliminated the necessity for many special price lists that our sales departments formerly issued and mailed direct to the trade.

"We have discouraged, as far as we could, shading of prices at all. Many of our products are priced without any

shading privilege whatever. We have our orders carefully checked to see which salesmen are generally using shading privileges. We call their attention to what is being accomplished on other routes, and in this way have gone far toward eliminating entirely the shading evil.

### Credits and Collections

"11. For a number of years we have been encouraging our salesmen to think of collections as being their responsibility as well as that of the credit department. We try to make our men see the necessity for a thorough investigation before recommending open terms for a customer. Likewise, we have impressed upon them the importance of making collection of the account in full each and every week as a means of continuous steady, profitable business and elimination of credit losses.

"Each year at our annual sales conference we give \$50 in cash and considerable personal recognition to every salesman who has not lost a dollar in bad accounts during the year. During the year 1936 one-third of our salesmen qualified for this annual prize. It has been the means of lively competition among them. We get out periodical comparisons of the standing of the men during the year, and I believe they work as hard for this prize as they would if it represented much more money. So far this year we have promise of a much better record than we had last year.

### Safe Truck Driving

"12. Accidents to our trucks were formerly the cause of considerable worry to us. The insurance company, in adjusting claims, often makes enemies for us. Accidents are very annoying to the management.

"Several years ago we told our drivers we were going to keep an exact record of each driver's accidents, and when a man operated his truck during the entire calendar year without an accident—either to our truck or to another truck, or in anyway that caused a claim—we would pay the driver \$10. If he operated two years successively without an accident of any kind, either to our equipment or to the property of anyone else, we would pay such driver \$25 at the end of the second year.

"We also follow the same procedure as we do with the salesmen, by giving these drivers with splendid records considerable personal recognition as well as the money, and it has produced good results. We make some deliveries on our country routes as far as 250 miles, and there is day and night driving involved. I am glad to say that about 40 per cent of our drivers qualified for cash prizes last year.

### Making Business Profitable

"These are some of the things we have been trying to do at the Houston Packing Co. to effect economies, make our business profitable and give us more

time for constructive sales planning. We have some kind of prize contest going on all the time with our salesmen, and these are always of a short duration, usually 30 or 60 days. We have found this very helpful in encouraging our men to greater effort and particularly for moving certain products at times when selling was very badly needed.

"None of these progressive steps would have been possible in our business had we not received full co-operation from the heads of our sales departments and branch managers. We held local meetings with each of the selling organizations and went into these matters in great detail with our men.

"Our salesmen and our customers are good business men. Their response has been splendid. We no longer work the 'hamburger' type of trade, which cannot buy an order of 25 pounds or more and pay for it. All our men could see the common sense of these changes, and without a single instance of opposition we have put over these changes in policy without any loss of business. In the long run we think they are going to be invaluable.

"The job is not complete, however. There still is much to do."

## ROYAL STOCK SHOW

(Continued from page 10.)

Beginnings of the livestock and meat industry in this country were traced by H. R. Davison, vice-president of the Institute of American Meat Packers, at the annual banquet of the Future Farmers of America, held at Kansas City during the week of the American Royal Live Stock Show. These top members of this junior organization were exhibitors at the big show and carried off some of the top prizes.

## Farmer and Packer Relations

"The old-time American farmer—who was also the community's meat packer—now has a farmer grandson in the country and a packer grandson in town, who together operate on a greatly enlarged and far more efficient basis the same business their grandfather or great-grandfather alone once managed," said Mr. Davison.

"That, in brief, is the story of the relation between the American farmer and the country's meat packing industry. From the very beginning the business of supplying America's meat has been one of its most important occupations, and the story of the livestock and meat industry in America is an older story than that of Columbus."

## History of Meat Packing

Mr. Davison traced the coming of domestic meat animals to this country, development of the livestock industry and finally of meat packing in its present form for these young farmers of to-

# SAUSAGE and MEAT LOAVES

**S**AUSAGE and meat loaf production under federal inspection during September continued high, in spite of extreme shortage in hog marketings and a decline in cattle and calf slaughter. Meat loaf production was highest for any month in the packer fiscal year except November, 1936, when the output was slightly higher.

Sausage production also continued to make a record in spite of short meat supplies. With the exception of September, 1936, sausage production under federal inspection was the highest for the month in ten years and was the third highest of any month in the 1936-37 packer year.

Production of meat loaves under federal inspection by months from beginning of 1936-37 packer fiscal year:

### MEAT LOAF PRODUCTION.

	Lbs.
November, 1936 .....	9,679,540
December .....	8,769,955
January, 1937 .....	8,687,080
February .....	8,988,215
March .....	7,706,000
April .....	8,421,000
May .....	8,249,000
June .....	9,010,611
July .....	8,823,321
August .....	8,129,917
September .....	9,421,282

Federally-inspected sausage production by months for packer year to date:

### SAUSAGE PRODUCTION.

	Lbs.
November, 1936 .....	68,900,000
December .....	66,516,000
January, 1937 .....	62,623,000
February .....	56,701,000
March .....	64,932,000
April .....	67,779,000
May .....	68,103,000
June .....	71,660,000
July .....	71,134,295
August .....	67,268,635
September .....	68,310,669

morrow, tying it in with their American history.

"At best, meat packing in the early days was a business that could be followed only in winter, one that served either the farmer or the consumer only very haphazardly, one that wasted most of the by-product values and even some of the meat, and one that brought the farmer a very uncertain income. By contrast, today it offers both producer and consumer a dependable and highly efficient service, with a cash payment for the farmer's live stock on any day of the year."

## WANT A GOOD MAN?

For good experienced men try the "Classified" page of THE NATIONAL PROVISIONER.

# LABOR Relations

## How Packers Are Meeting the Labor Situation Locally

### LABOR ADJUSTMENTS

Kingan & Co. has reached an agreement with two American Federation of Labor locals at Richmond, Va., recognizing the union as bargaining agent for employees and granting increased wages. The agreement assures promotions based on seniority and ability; a 2½ cent increase in hourly wages; a 32-hour minimum and 48-hour maximum week; time and a half for over time and double time on Sundays, and a flat increase for employees paid by the week. The agreement is effective for one year and will be automatically continued for another year unless either party raises an issue about its terms 30 days before expiration of the contract year.

A 56-hour week, an increase in wages, seniority rights and one-week vacations were granted to employees of the Madison Packing Co., Madison, Wis., in a recent agreement with the Amalgamated Meat Cutters and Butcher Workmen, an A. F. of L. affiliate. The agreement was reached following a short strike.

### LICENSE CANADIAN PACKERS

Meat packers in the province of Alberta, Canada, will be required to pay licensing fees ranging from \$5 to \$1,000 under a recent order in council. Meat packing license fees will be based on the previous calendar year's gross sales and will be \$5 for those whose business was not in excess of \$10,000 and will range upward to \$1,000 for those who did a business of more than \$1,000,000. The order is retroactive to September 30 and imposes similar license fees on flour and feed processing firms.

### 1937 INTERNATIONAL ENTRIES

Farmers and stockmen from many states, several Canadian provinces, as well as from Australia, South Africa, and South America have thus far listed entries of livestock and crops for the 1937 International Live Stock Exposition, to be held in the new International amphitheatre at Chicago November 27 to December 4. The early entry is the heaviest in the history of the show, according to B. H. Heide, secretary-manager, which leads him to predict that this year's event will be a record one in number of exhibits. There were over 14,000 head of livestock shown at the 1936 exposition. The show this year will be the thirty-eighth annual exposition.



## THE NEW NO. 6



### C. D. REVERSIBLE GRINDER PLATE

This plate contains 1,660— $\frac{1}{8}$ -inch holes—more holes than any other plate in existence! For large grinders, No. 66 "Buffalo," No. 66 Enterprise, No. 7E Cleveland, No. 61 "Boss," Sander 150-D plate, ANCO No. 66.

The outstanding features are:

1. They are reversible—can be used on both sides. Equal two plates for the price of one.
2. The cut-down features—knife and plate are always in perfect alignment which prevents the knife from wearing a ridge in the plate.
3. The plate is made from a special hard steel alloy and will outwear any other make of plate 3 to 1. Requires less resharpening.
4. Plate is equipped with a patented O. K. lock-nut bushing. This can be easily replaced if the stud hole becomes worn.
5. The arrangement of the holes will give a shear-cutting effect.

We guarantee our C. D. plates never to crack, break, pit or chip at the cutting edges of the holes under ordinary usage. An all-American product made by American workmen.

For further particulars address

**SPECIALTY**  
**MANUFACTURERS SALES CO.**  
2021 Grace St. Chicago, Ill.

THE NATIONAL  
Provisioner

## STEAM and POWER SAVING SERVICE

for the  
Meat Packing and Allied Industries

### WILL SHOW YOU HOW

packers are saving from 10 to 40 per cent on powerhouse costs. This reference handbook should be in the hands of every packer, because the steam and power departments of most meat plants offer one of the greatest possibilities for showing profits.

Alert packers are making extensive changes in their power plants—because they have found that the savings they can make are startlingly large! Many of these new installations are paying for themselves in from 3 to 5 years.

How they are doing it, cost of installations, dividends realized from the investment and important data for analyzing the status of your own plant—all are contained in this binder. Unbiased engineers and authorities on costs have given fully from their experience in the reprints of important articles on steam and power operations which have appeared in THE NATIONAL PROVISIONER since April, 1933.

Surveys of typical plants, bulletins on plant conditions, analyses of boiler firing methods, fuels in use, statistical breakdowns and many other phases of the subject are covered in the 124 pages of reprinted articles and the 15 pages of bulletins and surveys.

Adoption of a single money-saving idea taken from this great mass of material will pay for the investment many times over.

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**THE NATIONAL PROVISIONER**  
407 South Dearborn Street, Chicago, Illinois



# PROCESSING FOR the trade

## Scrapple for Winter

Cold weather is scrapple weather! Originating in the East, this genuine American specialty has become more generally popular. A Northern packer wants to know how scrapple is made and how it may be packaged. He writes:

Editor THE NATIONAL PROVISIONER:

In recent years some of our customers have suggested that we make some scrapple during the winter months. Can you send us a formula and directions for manufacturing this specialty? We should like to turn out a packaged product.

Scrapple may be new to most consumers in this packer's sales territory so he should advertise it and inform housewives on how to cook it. After it becomes known, however, it should be a profitable and well-liked winter item in his line of products. Scrapple is generally sliced like corn meal mush and fried in butter or bacon fat. It makes a fine breakfast since it contains both meat and cereal.

Scrapple may be packaged in a number of ways which add considerably to the appearance of the product. Some processors package scrapple in artificial casings while others wrap it in printed parchment, greaseproof paper or transparent cellulose.

The following formula is for manufacture of Philadelphia style scrapple on a small scale. Quantities can be increased as desired.

### Meats:

- 25 lbs. pork head meat
- 25 lbs. beef (plate beef of good quality including all the fat)
- 37½ lbs. snouts
- 12½ lbs. pork rinds.

**COOKING.**—An especially high quality product can be made if a larger proportion of head meat is used in formula with a smaller quantity of snouts. Some manufacturers use all pork and no beef and quality is equally satisfactory. Boil all meats together until soft, or approximately three-quarters of an hour, in a jacketed kettle. Then grind meat through ¼-in. plate.

Skim broth left from boiling, filling kettle in which scrapple is made about one-third full with broth. Then put in meat. Add 35 to 38 lbs. of corn meal, half yellow and half white, first thoroughly mixing corn meal in a portion of warm broth. This will prevent lumps in meal. Always have agitator in kettle running or man stirring while putting in corn meal, and until scrapple is done. If the scrapple is stirred by hand the operator should wear goggles and heavy gloves to prevent burns from hot corn meal popping out during cooking.

**SEASONING.**—After meat and meal are in kettle add following seasoning:

- 3 lbs. 12 oz. salt
- 7 oz. white pepper
- 1¼ oz. mace
- 1¼ oz. nutmeg
- 4 oz. clean sage

This seasoning will vary with consumer demand. In some sections only salt and pepper are wanted; in others, only salt, pepper and sage. Many manufacturers have found prepared seasonings, such as those made by reputable seasoning manufacturers, simplify handling and eliminate possibility of workmen's mistakes. Such balanced seasonings also eliminate flavor variations.

If mixture of meat and corn meal is not of proper consistency—which should be as thick as mush—add more broth or corn meal as case may be. Cook mixture 2½ to 3 hours, according to weather conditions. If weather is cold, 2 hours will do. When scrapple has cooked for about 2 hours, or is nearly done, sprinkle 1½ lbs. of rye flour over contents of kettle and let it mix in. This makes it fry brown and crisp. Excess grease which works to top of mixture during

cooking should be skimmed off the top.

Some operators prefer to take half the corn meal called for in formula, add it to meat stock, and cook for 1 hour. The meat and seasoning are then added and remainder of corn meal put in kettle gradually. The mixture is cooked until thick.

**PACKAGING.**—After mixture is thoroughly cooked it may be packaged or molded. Some packers put their scrapple up in 1½x11-in. artificial casings. This makes an attractive and handy package which the housewife can slice easily. Scrapple is placed in stuffer, stuffed in casings and tied off in regular manner. It is then washed off with warm water followed by cold water and placed in cooler to chill. It can be squared by placing cased pieces of scrapple close together in cooler and placing a weighted board on top.

It may also be poured in 1- or 2-lb. molds. After chilling, scrapple is removed from molds, wrapped in parchment or grease-proof paper and placed in a carton. An attractively-printed container should be used. This makes a package which dealer can handle easily. The consumer can slice the scrapple just as she would molded pork sausage.

A transparent cellulose wrap may also be used for packaging scrapple, as shown in the accompanying illustration. This type of package allows the customer to see the product and, if she is not familiar with it, arouses her curiosity and buying interest.

### OLD FAVORITE DRESSED UP

Scrapple, a specialty item once sold in bulk, has had new sales avenues opened for it through packaging. The 2-lb. consumer loaf shown is wrapped in transparent cellulose. (Photo Du Pont Cellophane.)



# and Air Conditioning

## AIR Conditioning

### Economic Results Important and Far Reaching

**A**IR conditioning is being rapidly applied in industry, transportation and merchandising. The advantages in any particular instance are apparent. But, in addition, the fact that air conditioning results extend beyond any location or industry in which it is applied, and may even have its effect on world economy and even world struggle for power, is also coming to be recognized.

In this connection it was pointed out at the recent Boston Conference on Distribution by L. R. Boulware, vice president, Carrier Corp., that "in a foreign country now very much in the world news the possibility of air conditioning the old coal mines is being checked. If this can be done successfully, the military experts of the country feel it will be almost the final answer to the preparations against a potential aggressor who has been looming on the horizon more seriously each month."

Air conditioning's part in opening up heat-and-humidity-sealed gold and copper mines already had proved a factor in "world economy and the world struggle for power, both of which have a direct effect upon the distribution problems in any given country," the speaker said.

#### Aids Deep Gold Mining

"For instance," he pointed out, "air conditioning is aiding the mining of gold in South Africa today over 8,000 ft. below the surface—this being over 2,000 ft. below the point where human life and effort would be possible without air conditioning. Deep gold mines are similarly equipped in Brazil, and others are in contemplation. The effect of air conditioning on the acceleration of the mining of gold is a very marked factor in the growing monetary problem of the world, the difficulties between nations and the balance of power between nations."

"In this country the first copper mine has just been air conditioned, to permit going down profitably to some lower veins that could not otherwise be even reached."

In tracing the effect of air conditioning on distribution, the Carrier official

named four other effects—on goods during their manufacture, transportation, display, sale and use; on the distribution personnel; on the buyer and on the buying power of the public.

He noted that in textile manufacturing—particularly rayon—air conditioning was practically indispensable, while many fruits and meats are being transported in air-conditioned trains and ships.

#### Effects on Personnel

Turning to personnel relationships Mr. Boulware said that both the employee and the employer could benefit from clean, healthful, comfortable air. Decisions, he said, would be made better and more eagerly and confidently carried out by associates and subordinates.

"At a time when employer-employee relations are being confused by the clamorings of those who seek the favor of many through their contention that all employers indiscriminately are of evil intent," he added, "it is being found profitable for each employee—whether he have a grievance or research information to impart—to feel that he has a patient, tolerant and sympathetic hearing by an executive who is calm and of even temper, who in turn can impose a decision that will be accepted and carried out by the employee with the same confidence in its soundness and fairness as that with which it is rendered."

Of the buyer-seller relationships Mr. Boulware said: "Air conditioning brings

the seller a happy, buoyant, grateful buyer at all seasons. If air conditioning succeeds in diminishing the summer slump, as it now gives every promise of doing, its effect on employment, on buying power, on selling cost, on the efficiency of the distribution personnel needs no further elaboration at this time."

The buying power of the public would be greater, he explained, through income and employment being spread over all seasons, through more efficient use of facilities, through more energetic and effective personnel, all resulting in a lower selling cost, a bigger value and a higher standard of living from any given number of man hours per week or year.

#### REFRIGERATION NOTES

Richey & Gilbert Co. is erecting \$50,000 cold storage plant at Yakima, Wash.

Atlantic Ice & Coal Co., Knoxville, Tenn., plans to enlarge its cold storage plant by adding 2 stories.

Refrigerated storage plant is being erected by J. G. Pero near Manchester, Conn.

T. V. Knerr has entered cold storage locker business at Kalona, Ia.

New precooling and cold storage plant has been opened by port of Miami, Miami, Fla.

Wilcox Cold Storage Plant with 186



#### GOOD SAUSAGE STORAGE CONDITIONS

Right temperature and humidity conditions are maintained in this sausage storage and packing room by the use of unit coolers. Such an arrangement avoids deterioration while the product is held in the plant and avoids moisture accumulation on the outside when it is shipped.

lockers has opened for business at St. Anthony, Ida.

J. C. Dugan will erect a cold storage locker plant at Janesville, Minn.

Land O' Lakes Creameries has erected a 1,000 locker cold storage unit in conjunction with produce plant at Lakefield, Minn.

C. A. Larson has established cold storage locker plant at Klemme, Ia.

Cedar Falls Refrigerated Locker Co. will erect a building at Ottumwa, Ia.

Pacific Cold Storage Co. has been incorporated with capital stock of \$10,000 at Boise, Ida.

## FINANCIAL NOTES

Earnings of General Foods Corp. for the first nine months of 1937 totaled \$9,791,274, or equal to \$1.86 a share, compared with \$10,617,200, or \$2.02 a share, for the like period last year. Earnings for the three months ended September 30 amounted to \$2,922,351, or 55.6 cents a share compared with 71.8 cents a share in the third quarter of 1936.

Wesson Oil and Snowdrift Co. earnings for the third quarter of 1937 amounted to \$3,393,858, or \$3.80 a common share compared with \$3,758,074, or \$4.04 a common share last year.

Directors of Armour and Company have declared a dividend of 15 cents a share on common stock, payable December 15 to stockholders of record on November 25. Regular quarterly preferred dividends—\$1.50 on 6 per cent prior preferred, \$1.75 on 7 per cent preferred and \$1.75 on preferred of Armour and Company of Delaware—also were voted, all payable January 2 to stockholders of record on December 10. "Our results for the year to date have been fairly satisfactory, quite sufficient to warrant the directors in declaring the fourth dividend on the common shares," said president R. H. Cabell in announcing declaration of dividends.

Kroger Grocery and Baking Co. has declared a quarterly dividend of 40 cents on common stock, payable December 1 to shareholders of record on November 10.

## PACKER AND FOOD STOCKS

Price ranges of listed stock, October 27, 1937, or nearest previous date, compared with a week ago.

	Sales.	High.	Low.	—Close—
Week Ended				
Oct. 27.	Oct. 27.	Oct. 27.	Oct. 27.	Oct. 20.
Amal. Leather...	5,300	3	3	2%
Do. Pfd.....	500	24	24	23
Amer. H. & L.	10,400	3 1/2	3 1/2	3 1/2
Do. Pfd.....	1,400	24 1/2	24 1/2	24 1/2
Amer. Stores...	2,200	12 1/2	12 1/2	12 1/2
Armour Ill.	52,200	7 1/2	7 1/2	7 1/2
Do. Pr. Pfd...	1,400	70	68 1/2	70
Do. Pfd.....	100	97	97	102
Do. Del. Pfd.	1,700	97 1/2	96 1/2	97 1/2
Beechnut Pack.	400	95	95	95 1/2
Boback, H. C.	175	4	4	3 1/2
Do. Pfd.....	10	15	15	15
Chick. Co. Oil.	2,200	13 1/2	13 1/2	12 1/2
Childs Co.	5,900	5 1/2	5 1/2	5 1/2
Cudahy Pack...	1,200	18 1/2	18	18
First Nat. Strs.	1,700	35	34 1/2	35
Gen. Foods...	12,400	32 1/2	32 1/2	32 1/2
Gobel Co.	3,400	2 1/2	2 1/2	2 1/2
Gr. A. & P. 1st Pfd.	75	120	120	116 1/2
Do. New.....	820	76 1/2	74	75 1/2
Hormel, G. A.	50	16	16	18
Hygrade Food...	1,700	2 1/2	2 1/2	2 1/2
Kroger G. & B.	6,300	18 1/2	18 1/2	17
Lobby McNeill.	8,400	9 1/2	9	9 1/2
Mickelberry Co.	2,200	2 1/2	2 1/2	2 1/2
M. & H. Pfd...	60	2 1/2	2 1/2	2 1/2
Morrell & Co.	100	25	25	25
Nat. Tea.....	2,800	4 1/2	4 1/2	4 1/2
Proc. & Gamb.	10,700	48 1/2	48	48
Do. Pr. Pfd...	170	117	116 1/2	117 1/2
Rath Pack.....	100	18 1/2	18 1/2	18 1/2
Safeway Strs...	2,700	25 1/2	24 1/2	27
Do. 5% Pfd...	100	93	93	93
Do. 6% Pfd...	10	96	96	96
Do. 7% Pfd...	90	102 1/2	102 1/2	103
Stahl Meyer...	100	17	17	17 1/2
Swift & Co.	24,200	17	16 1/2	17
Do. Intl.....	6,100	25 1/2	25 1/2	26 1/2
Trunz Pork...	100	8	8	8
U. S. Leather...	2,400	6	6	6
Do. A.....	8,300	9	8 1/2	8 1/2
Do. Pr. Pfd...	3,200	30 1/2	30 1/2	30 1/2
Wesson Oil...	3,300	30 1/2	30 1/2	25
Do. Pfd.....	700	75	75	75
Wilson & Co.	15,600	6 1/2	6 1/2	6 1/2
Do. Pfd.....	1,700	60	60	56 1/2

crease of 1 per cent over August in number of employees and of 2 1/2 per cent in wage payments.

September shipments for export exceeded those of August with British demand for American meats and lard showing some improvement. British prices for U. S. meats and lard were closer to Chicago parity. Trade with Porto Rico and Cuba continued under the restricting influence of limited supplies.

## LESSON IN FUEL SAVING

(Continued from page 9.)

siderable because those who should be most interested in preventing them are not as familiar as they should be with the theory and practice of steam generation. Therefore they are unable to evaluate the need for these and many other instruments the engineer considers vital for efficient operation.

## He Got His Meters

BURKE: Tell me one more thing, Bill. Are CO<sub>2</sub> meters accurate and reliable?

WRIGHT: I have had much experience with the make I have asked for. I have found them satisfactory in every respect. Maintenance cost is very low.

PACKER BURKE: You have presented a good case for CO<sub>2</sub> meters, Bill, and in view of your estimate of savings I don't see how I can turn down this requisition. We will get them as soon as possible. The earlier they are installed the sooner we will be able to start saving money.

ENGINEER WRIGHT: That's right, Boss; thanks very much. Your willingness to consider our problem and work with us is a big help, and the best encouragement we could have in our efforts to improve power plant conditions and cut steam costs. We will have some other requisitions later. I hope they have the same consideration this one for CO<sub>2</sub> meters has had.

BURKE: They will, Bill. We have confidence in you and your ability to do your job. Call on me whenever you need help.

WRIGHT: I sure will, boss. So long!

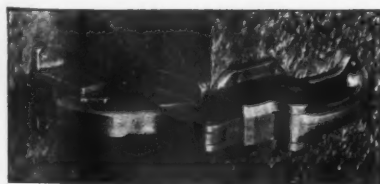
## PACKER SALES GAIN

Packer dollar sales in September were only 3 1/2 per cent over the same month in 1936 while tonnage sales were 4 per cent under September, 1936 but 9 per cent heavier than in August, 1937, according to the monthly survey of the Federal Reserve Bank of Chicago. Sales exceeded production which was 12 1/2 per cent above August but 13 1/2 per cent under September, 1936.

September wage payments by packers were 13 1/2 per cent above the same month last year but this money was paid to 2 1/2 per cent fewer workers for 7 per cent fewer hours of work. Payrolls at the end of September showed an in-

## "C-B" Cold Storage Door

### "The Better Door that Costs No More"



The "C-B" Fastener for overlapping type Freezer Door. Simple and Efficient.

The "C-B" Super Freezer Door is used where extremely low temperatures are maintained.

There is a "C-B" Door designed to meet every cold storage need.

Write for a "C-B" Cold Storage Door Catalog and price list.

**The Cincinnati Butchers' Supply Corp.**

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Drews Brand

Hallmark Brand

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Brand

Don't take our word for it. Try it yourself.

GOYNA

HIS MAJESTY OF HAM-LAND

POLAND

There's a reason for the instant popularity of Polish Ham and other meat delicacies from Poland. They are different—tender—delicious! Packed under Polish Government inspection.

All genuine Polish Meat Products are labeled "Made in Poland" or "Product of Poland."

MADE IN POLAND

**POLISH HAM**

Poelsco Brand

Polham Brand

Polish Standard  
Brand

Polka Brand

Polo Brand

Polpen Brand

Prize of Poland  
Brand

R. E. D. Brand

Warsaw Brand

## PRODUCTION AND SALES GET TOGETHER, and...

THESE REPORTS FROM YOU PRODUCTION MEN SHOW OUR QUALITY IS RUNNING UNIFORM AGAIN, JOE

YOU'RE RIGHT, BOSS. IT'S THE SALT WE'RE USING

WE CHANGED TO DIAMOND CRYSTAL YOU KNOW

WHY, JOE? IS IT A BETTER SALT?

YES. AND IT'S ALWAYS UNIFORM. NEVER GIVES US ANY TROUBLE. IT'S GOT EVERYTHING

WELL, MR. SALES MANAGER... WHAT DO YOU SAY ABOUT IT?

I'M ALL FOR IT! IT MAKES A BETTER PRODUCT, AND THAT MEANS MORE SALES

ALL RIGHT / THEN I MAKE IT UNANIMOUS FOR DIAMOND CRYSTAL

## ...so the Salt Problem is Solved

IT is a fact that food men like Diamond Crystal *Alberger Process* Salt best because it's always dependable in every respect. And the public prefers foods seasoned with this mild, soft, porous-flake salt because "It Wakes Up Hidden Flavors." Diamond Crystal will wake up hidden flavors—and hidden profits—in your products, too. Diamond Crystal Salt Co., Inc., St. Clair, Mich.



# DIAMOND CRYSTAL *Alberger Process* SALT

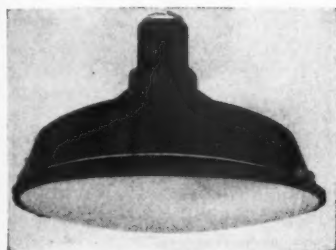
The Salt that "WAKES UP HIDDEN FLAVORS"



# BUYER'S GUIDE to new machinery, equipment and supplies

## DOMO REFLECTOR

For general industrial lighting applications where mounting heights of from 8 to 18 ft. are encountered the Westinghouse enclosed dome type reflector for 250-watt mercury lamp has been designed. It consists of an 18-in. diameter porcelain enameled dome type reflector with various types of hood mountings, and a dust-tight hinged glass cover. Convex lens used in cover is acid etched on



### FOR INDUSTRIAL LIGHTING

Dome reflector for 250-watt mercury lamp. Glass cover is hinged to reflector bead and is released by unsnapping two latches. Lens is etched on inside and smooth on outside.

the inside and smooth on outside. Entire assembly provides a wide uniform distribution of light so necessary for low mounting types of reflectors, and diffusing lens minimizes glare.

Reflector is drawn from 24 gauge iron sheet. One ground coat of porcelain enamel is applied all over, two coats white porcelain enamel inside and one green coat outside with black bead provide the reflecting surface and covering. A medium socket with high heat wax and nickel plated interior is rigidly mounted in the hood to properly locate the lamp in the reflector.

Glass cover is hinged directly to the reflector bead, supported at three points. It is released by unsnapping two latches. A heavy water-proof felt provides a gasket between reflector and lens.

## NEW CHEVROLET TRUCKS

To meet a growing demand for commercial cars of varied capacities, Chevrolet has announced two new truck models, designed to fit in between the company's half-ton and 1½-ton trucks. The new models are known as the ¾-ton and the 1-ton model, respectively. Chassis embodies same mechanical features which have made the Chevrolet truck line successful. Greater load capacity than that of the half-ton is

achieved in the ¾-ton and 1-ton models without appreciable sacrifice in economy of operation.

New ¾-ton truck has a wheelbase of 122¼ in., payload capacity of 1,500 lbs., and gross allowable weight of 5,200 lbs. with regular equipment. One-ton model is available to increase payload capacity to 2,000 lbs. and gross allowable weight to 5,800 lbs. This equipment comprises larger rear brakes, heavier rear springs and new wheels and tires.

Bodies are available in pickup, stake rack, and platform, each designed to provide a large load platform, so located on the chassis as to effect proper weight and payload distribution. This equalizes stresses on frame, increases effectiveness of front brakes, and assures more uniform wear on front and rear tires. Differences between ¾-ton and the 1-ton models in the three body types, and corresponding models in capacities previously available, consist mainly of body dimension.

## NEW TYPE TRUCK BODY

Featuring easy-to-service construction, a new improved type F body by Freuhauf Trailer Co., Detroit, Mich., has side panels that can be removed individually and "snap-on" moldings. Side panels are backed with plywood, increasing strength and eliminating waviness. Beneath snap-on moldings are new type weather-proofing seams which, in spite of their strong construction, are easily separated for service purposes. Tail gates, doors, uprights, cross bars, roof bows, etc., can be supplied as

regular service parts and are obtainable at Freuhauf branches in various parts of the country.

## MODERN PLANT ELEVATORS

A complete modern elevator plant will be installed in the new million dollar pork building of Armour and Company at Omaha, Neb., by the Montgomery Elevator Co. There will be three heavy-duty type freight elevators, with capacities of 5000 lbs. each and speeds of 200 ft. per minute. Elevators will be equipped with the Montgomery self-leveling device, which brings the elevator platform to an exactly level landing with the floors for trucking, or for matching meat rails on the elevator car with those at the landings. Installation for the Omaha plant is a duplicate of that installed last year by Montgomery in the new beef house of Armour and Company at Chicago.

## NEW LINE OF MOTORS

Century Electric Co., St. Louis, announce a new complete line of fractional horse power motors in sizes from ¼ to ¾ horse power, repulsion start induction, single phase, split phase, capacitor, polyphase and direct current. This line is designed with interchangeable mounting dimensions for a given horse power size. The fundamental principles are the same as have been used by Century for many years, but many improvements have been added.



### DESIGNED FOR EASY SERVICING

Trailer constructed of readily obtainable standard parts. Side panels may be quickly removed and replaced through use of "snap-on" moldings.

# PRAGUE POWDER

Registered U. S. Patent Nos. 2054623, 2054624, 2054625, 2054626

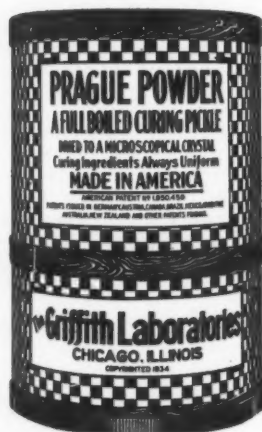
Develops a **High Color Pumping Pickle**

"PRAGUE PICKLE" is effective. Its Absorption Creates Immediate Cure and High Color Fixation. You will find the marrow in the bone more quickly cured by the use of PRAGUE POWDER pumping pickle.

## The Safe, Fast Cure

Meets B. A. I. Requirements

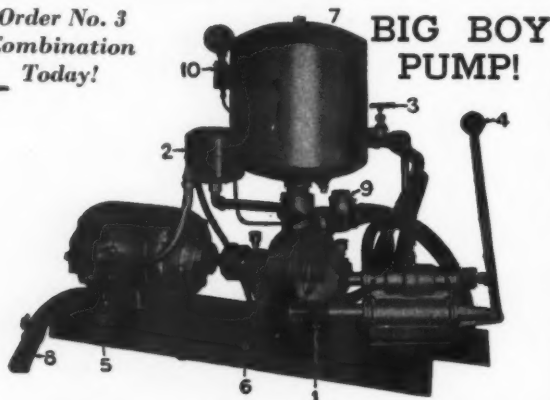
A  
FUSED  
SOLUBLE  
CURING SALT  
CRYSTAL



A  
Homogeneous  
CURING  
COMPOUND

Use PRAGUE POWDER Pumping Pickle

Order No. 3  
Combination  
— Today!



Any old cure or any old pump will not satisfy you . . .  
**GET BIG BOY PUMP and  
PRAGUE POWDER CURE**

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## ADELMANN Efficiency Plus

. . . . Plus a finer, juicier, better looking product—a product that brings greater sales volume. And this at the lowered cost which comes with the high efficiency that has made ADELMANN equipment the outstanding favorite with meat packers.

## Liberal Trade-In Allowances

Send today for schedule of liberal trade-in allowances and valuable booklet containing helpful hints and listing the complete ADELMANN line.

"Adelmann—The kind your ham makers prefer"

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European Representatives: R. W. Bollans & Co., 6 Stanley St., Liverpool & 12 Bow Lane, London—Australian and New Zealand Representatives: Gollin & Co., Pty. Ltd., Offices in Principal Cities—Canadian Representative: C. A. Pemberton & Co., Ltd., 189 Church St., Toronto.

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# PROVISIONS AND LARD

## WEEKLY MARKET REVIEW

**L**ARD futures market and hog products generally suffered rather sharp declines during the past week, both lard and hogs going to new season's lows. Comparatively liberal hog runs with extensive liquidation in futures and the lower trend in other commodities, accounted for the market's action. Open interest in lard dropped nearly 9,000,000 lbs. during the week to 49,300,000 lbs. at midweek.

Continued uncertainty in the stock market not only resulted in further evening up in lard but brought about some speculative selling for the decline as well. Commission house brokers were fair buyers of lard on the decline, partly in spreading with cotton oil.

To some extent, hog products suffered from indications of a letup in recent aggressive cash demand and an absence of prominent support from packing-house or warehousing quarters. The lard trend was also influenced by the general feeling that there was little or no prospect of any shortage of edible fat supplies for some time to come.

### Cash Demand Still Good

Cash demand for lard continued quite good. Another important decrease in the Chicago stocks is anticipated during the last half of October. Supplies of lard in the country are expected to show a sharp decline on November 1 compared with the previous month.

Weight of hogs at Western packing points last week averaged 237 lbs. compared with 238 lbs. the previous week, 222 lbs. a year ago and 240 lbs. two years ago.

Average price of hogs at Chicago at the outset of the week was \$9.45 compared with \$10.60 the previous week, \$9.25 a year ago, \$9.40 two years ago, and \$5.25 three years ago. Top hogs at Chicago dropped sharply to \$9.40 at midweek compared with \$10.45 the previous week.

Receipts of hogs at Western packing points last week totaled 309,000 head compared with 211,300 head the previous week and 428,100 head for the same week last year. While the movement showed a large increase the run was still small.

The corn-hog ratio rose to 16.9 during the week ended October 16 compared with 14.4 the previous week and 9.0 last year. The ratio in recent months has gained 100 per cent and is now considerably above the average.

**PORK.**—Demand was fair and the market steady at New York. Mess was quoted at \$34.12½ per barrel and family at \$35.12½ per barrel.

**LARD.**—Demand was fair at New York but the market was irregular.

Prime western was quoted at \$9.65@9.75; middle western, \$9.65@9.75; New York City in tierces, 9c, tubs, 10c; refined continent, 10½c; South America, 10½-¾c; Brazil kegs, 10½@11c; shortening in carlots, 10½c, smaller lots, 10¾c. Shortening made from foreign oils for export was priced at 9¼c in car lots and 9½c in smaller lots.

At Chicago, regular lard in round lots was quoted at 2¼c over December; loose lard, 32¼c over December, and leaf lard, 15c over December.

(See page 33 for later markets.)

**BEEF.**—Demand was fair and the market was firm at New York. Family was quoted at \$26.00@27.00 per barrel.

### SLICED BACON PRODUCTION

Sliced bacon production under federal inspection during September, 1937, was the highest with one exception of any month in the previous fourteen. The September output was exceeded only in July. This indicated heavy withdrawals of bacon from storage to supplement relatively light current production of green bellies.

Production for each month beginning August, 1936, is reported by the federal meat inspection service as follows:

	Lbs.
August, 1936 .....	18,722,119
September .....	19,821,644
October .....	19,274,051
November .....	16,459,062
December .....	16,580,698
January, 1937 .....	16,822,584
February .....	15,023,066
March .....	17,550,153
April .....	17,726,075
May .....	19,134,012
June .....	20,019,361
July .....	20,918,499
August .....	19,860,066
September .....	20,428,301

Estimates place the production of sliced bacon under federal inspection at 95 per cent of the total production of the sliced product.

### GERMAN HOGS AND LARD

Top hogs at Berlin were quoted at \$18.06 per cwt. during the Week of October 13, at the same price for the previous week and at \$17.70 the same time a year earlier. Lard in tierces at Hamburg was quoted at \$12.39 per cwt., \$12.54 the previous week and \$13.04 the week of October 14, 1936.

Want a good sausage-maker? See Classified page.

### PORK PRODUCTS EXPORTS

Exports of provisions originating in the United States and Canada from Atlantic and Gulf ports:

	Week ended Oct. 23, 1937.	Week ended Oct. 24, 1936.	Nov. 1, 1936 to Oct. 23, 1937.
<b>PORK.</b>			
To	bbls.	bbls.	bbls.
United Kingdom .....	.....	.....	10
Continent .....	5	.....	276
Total .....	5	.....	286

### BACON AND HAMS.

	M lbs.	M lbs.	M lbs.
United Kingdom .....	511	741	98,061
Continent .....	128	.....	214
Stb. and Ctl. America .....	.....	.....	.....
West Indies .....	.....	.....	225
B. N. A. Colonies .....	.....	.....	20
Other Countries .....	.....	.....	18
Total .....	637	741	98,538

### LARD.

	M lbs.	M lbs.	M lbs.
United Kingdom .....	2,827	1,537	93,077
Continent .....	99	74	2,938
Stb. and Ctl. America .....	.....	.....	1,734
West Indies .....	.....	156	5,890
B. N. A. Colonies .....	.....	.....	187
Other Countries .....	.....	.....	9
Total .....	2,926	1,767	103,725

### TOTAL EXPORTS BY PORTS.

From	Pork bbls.	Bacon and Hams M lbs.	Lard M lbs.
New York .....	5	340	1,079
Boston .....	.....	.....	86
Montreal .....	.....	297	1,811
Total Week .....	5	637	2,926
Previous Week .....	.....	329	1,754
2 weeks ago .....	.....	388	1,871
Cor. week 1936 .....	.....	741	1,767

### SUMMARY NOV. 1, 1936 to OCT. 23, 1937.

	1936-'37.	1935-'36.
Pork, M lbs. ....	57	240
Bacon and Hams, M lbs. ....	98,538	76,621
Lard, M lbs. ....	103,725	96,458

### BRITISH LARD IMPORTS

Lard imports into the United Kingdom during the first five months of 1937 at 602,556 tons were 10 per cent smaller than in 1936 and 22 per cent smaller than in the like period of 1935. Of the import in 1937, the United States supplied 211,312 tons; of the 1936 total of 666,092 tons, the U. S. furnished 275,987 tons; and of the 1935 import of 733,800 tons, 414,684 tons came from the United States. In 1937 the import from Canada was more than four times that of 1935, and the import from the Argentine about three and one-half times as much. Imports from Brazil were greatly reduced, while those from Hungary were entirely suspended. The opinion in English trade circles is that if American lard can be delivered in England at prices considerably below those prevailing at the present time it will be possible for the United States to recapture the British market from British suppliers and from competitive products. Consumption of compound has made considerable progress during the past





## What They're Saying About PRESCO PICKLING SALT and the PRESCO PICKLE PUMP . . . .

*"The Perfect Fast-Curing Combination!"*

Provides the Quickest, Easiest and Most Economical Way for  
Curing Hams, Bacon and Other Meats Without Sacrifice of  
Tenderness or Flavor

### OTHER FAMOUS PRODUCTS

*Made Exclusively By  
This Company Include*

PRESCO CERTIFIED CASING COLORS

PRESCO SAUSAGE SEASONINGS

NEW PROCESS F. L. P.

BOARS HEAD PICKLING SALT

BOARS HEAD SUPER-SEASONINGS

### REDUCES CURING TIME TO A MINIMUM:

Sausage Meats . . . 3 hours

Dry Cure Bacon . . . 6 to 10 days

Boned Hams for Boiling

Hams for Smoking

. . . 3 to 7 days

. . . 10 to 12 days

### SPEEDS UP PRODUCTION IN THE PACKING PLANT

### INCREASES SALES AND SATISFIED CUSTOMERS

Descriptive Literature, Including Time-Tested Fast-Cure Formulas Available on Request

THE PRESERVATIVE MANUFACTURING CO., BROOKLYN, N. Y.



# PRESCO PRODUCTS

FOR THE SCIENTIFIC PROCESSING OF MEAT AND MEAT PRODUCTS

Add these **QUALITY** items  
to your present canned meatline!

### FOR SALE UNDER YOUR OWN TRADE NAME

If you pack canned meats you will welcome  
Quality Canned Corned Beef, Canned Roast  
Beef and Canned Brisket Beef bought direct  
from the plant because they will prove *profitable*  
additions to your present line of Canned  
Meats.

Their genuine fine flavor assures the *sales suc-*  
cess. They help boost your reputation because  
you offer these quality items for sale under  
your own label. Write for further details today.

North American Office:

**Corporación Argentina de Productores de Carnes**

(ARGENTINE MEAT PRODUCTS CORPORATION)

90 Broad Street

New York, N. Y.

CORNER BEEF

ROAST BEEF

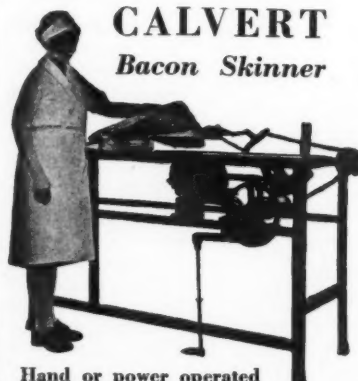
BRISKET BEEF

## CUTTING COSTS—BUILDING PROFITS! — in

more than 225 plants

To determine the efficiency of a machine find out who uses it. More than 225 shrewd packers, intent on cutting costs, have installed CALVERT Bacon Skinners—as many as 50 and 75 in some plants! There must be a reason for such popularity—write for details!

### CALVERT Bacon Skinner



Hand or power operated

## THE CALVERT MACHINE CO.

1606-08 Thames St.

Baltimore, Maryland

A List of Users that runs from A to Z  
Armour and Company  
Batchelder & Snyder  
Cudahy Bros. Co.  
Cudahy Packing Co.  
Jacob E. Decker & Sons  
John J. Felin & Co.  
Adolf Gobel, N. Y.  
Geo. A. Hormel & Co.  
Hunter Packing Co.  
Illinois Meat Co.  
E. Kahn's Sons Co.  
Louisville Prov. Co.  
John Morrell & Co.  
Pittsburgh Provision & Packing Co.  
Rath Packing Co.  
Swift & Company  
Tiedemann & Harris  
Union Meat Co.  
Virden Packing Co.  
Wilson & Co.  
Patrick Young Co.  
Wm. Zoller Co.  
and over 200 others

year, making it increasingly difficult to market pure lard, especially at the higher price levels prevailing.

## CANNED BEEF FROM URUGUAY

Exports of Uruguayan canned beef to the continental United States for the first six months of 1937, representing shipments of the three most important packing houses, totalled 13,605,036 lbs. valued at \$1,581,930, compared with 13,508,510 pounds and \$1,393,596 in the same period of 1936. While the quantity shipped was almost identical, the 1937 value was almost 13 per cent greater. The figures show an average price of 11 cents a pound in the first quarter of 1937 and 12 cents in the second quarter, showing that prices are rising. The average was about 10 cents per pound in the first half of 1936. American-owned packing plants shipped all but 877,226 pounds of the above canned beef exports in the first half of 1937.

## EXPORTS OF SPECIAL MEATS

Meat specialties and poultry exported from the U. S. in July, 1937:

	Lbs.	Value.
Kidneys .....	572,931	\$53,950
Livers .....	137,852	17,805
Tongues .....	150,158	21,971
Poultry and game.....	194,119	39,606

## Hog Cut-Out Results

INCREASED supplies and hog prices well below those of a week ago resulted in improved cut-out values although pork product prices also were lower. Largest price penalties were suffered by the heavier weight hogs but prices of all kinds sagged considerably after the first day of the period. Some recovery was evident toward the close.

General quality of hogs was improved with good light kinds in scarce supply. Packing sows also declined in number with kinds weighing over 400 lbs. particularly scarce. Low top for the week was \$9.35, paid on Tuesday for good butchers with the closing top at \$9.50. Bulk of good and choice 180 to 230 lb. kinds brought \$9.20 to \$9.40 with good light weights selling up to \$9.35. Demand was slow for heavy butchers, particularly hogs weighing over 260 lbs., indicating a disposition to put as little product as possible in storage.

Receipts at the eleven principal markets during the first four days of the week totaled 241,000 head compared with 246,000 a week ago and 357,000 in the like period a year ago. Outlook in the market, however, is quite different from a year ago when it was evident that corn shortage was forcing rapid marketing of hogs and that supplies were likely to dwindle after a few months. This year it appears probable that supplies will not be heavy for the

balance of the calendar year but will increase in the late months of the winter packing season, making for hesitancy on the part of packers to accumulate in the face of a possible declining market.

Test on this page is worked out on the basis of live hog costs and green product prices at Chicago for the first four days of the current week, representative costs and credits being used.

## CANNED MEAT EXPORTS

Canned meat exports during August, 1937:

Exports	Quantity, lbs.	Value.
Canned beef .....	198,860	\$ 69,329
Canned pork .....	420,567	144,251
Canned sausage .....	110,831	36,104
Other canned meats.....	123,738	23,505
Total .....	853,996	\$273,189

In addition to the above, 427,575 lbs. of canned meats were shipped to insular possessions.

## LARD AND GREASE EXPORTS

Exports of lard from New York City, week of October 23, 1937, totaled 1,078,872 lbs.; greases 163,200 lbs.; stearine, none; tallow none.

Watch Classified page for good men.

## HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER DAILY MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

	Per Cent live wt.	Price per lb.	Value per cwt. alive	Per Cent live wt.	Price per lb.	Value per cwt. alive	Per Cent live wt.	Price per lb.	Value per cwt. alive
	180-220 lbs.			220-260 lbs.			260-300 lbs.		
Regular hams .....	14.00	15.6	\$ 2.18	13.70	15.6	\$ 2.14	13.40	15.5	\$ 2.08
Picnics .....	5.70	14.4	.81	5.40	13.3	.72	5.10	11.9	.61
Boston butts .....	4.00	17.5	.70	4.00	17.5	.70	4.00	17.5	.70
Loins (blade in) .....	9.80	19.3	1.89	9.50	18.5	1.76	9.00	17.8	1.60
Bellies, S. P. ....	11.00	17.3	1.90	9.70	17.1	1.66	3.10	16.6	.51
Bellies, D. S. ....				2.00	12.6	.25	9.40	12.6	1.18
Fat backs .....	1.00	9.5	.10	3.00	11.0	.33	5.00	13.5	.68
Plates and jowls.....	2.50	9.0	.23	2.50	9.0	.23	3.10	9.0	.28
Raw leaf .....	2.10	8.9	.19	2.20	8.9	.20	2.10	8.9	.19
P. S. lard, rend, wt.....	11.30	9.3	1.05	11.10	9.3	1.03	10.20	9.3	.95
Spareribs .....	1.60	16.3	.26	1.60	16.3	.26	1.50	16.3	.24
Trimnings .....	3.00	12.1	.36	2.80	12.1	.34	2.70	12.1	.33
Feet, tails, neckbones.....	2.00		.10	2.00		.10	2.00		.10
Offal and misc.....			.44			.44			.44
TOTAL YIELD AND VALUE...	68.00		\$10.21	69.50		\$10.16	70.50		\$ 9.89
Cost of hogs per cwt.....		\$ 9.40			\$ 9.35			\$ 9.07	
Condemnation loss.....		.05			.05			.05	
Handling & overhead.....		.65			.59			.55	
TOTAL COST PER CWT ALIVE		\$10.10			\$ 9.99			\$ 9.67	
TOTAL VALUE.....		10.21			10.16			9.89	
Profit per cwt.....		.11			.17			.22	
Profit per hog.....		.22			.41			.62	

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With modern packaging and up-to-date display methods to focus the buyers' attention . . . brilliance, appearance and attractiveness of your sausage products are of prime importance. Sales volume can be built up and new customers added by increasing eye appeal.

Red, sweet and rich . . . grown in U. S. A. specially for packing trade requirements . . . PIMIEXO adds eye appeal, improved flavor and quality to sausage products. There is no substitute for PIMIEXO.

From the "pulpy, meaty" structure of the pod comes the distinctive flavor and brilliance of Pimiexo. It goes further than any other spice used for this purpose and is less expensive as well as uniformly superior in quality.

Pimiexo is powdered fine with full condiment value. It spreads efficiently throughout the sausage without speckling or uneven distribution.

For bright, natural sausage, distinctively flavored and tempting in appearance . . . for increased sales at less cost . . . use PIMIEXO. Samples will be furnished without obligation. Write today.

### DON Garlic and Onion Powders

Progressive packers prefer garlic and onion in powder form instead of fresh stock. It gives a uniform strength, is conveniently handled without waste and helps prevent sourness. Both these powders are always obtainable from our warehouse stocks.

### Chili Products Corporation, LTD.

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## Heekin Cans

• ATTRACTIVE, colorful, lithographed cans certainly create an impression of quality. Today, neither the dealer nor the consumer wants merchandise of any kind that is not packed in an attractive container. For years Heekin has served packers with lithographed cans for every requirement. Today Heekin personal service is ready to assist you in making your present can more beautiful . . . more attractive for the purchaser. Write for information.



**The Heekin Can Co.**  
Cincinnati, Ohio



### EASY-WAY LOAF FILLER

fills loaves the sanitary way —saves time—pays for itself in short order. Many in service. Even the smallest plant can't afford to be without one.

Perfection ham molds, meat loaf molds, loaf pans are the best. It will pay you to investigate.

Write for Particulars

**C. T. LENZKE & CO.**  
1439 WEST GRAND BLVD. DETROIT, MICH.

For Better Manufactured  
**MEAT PRODUCTS**  
include  
**DAIRYLEA**  
**DRIED SKIM MILK**  
Available in  
Northeastern Territory only  
**DAIRYMEN'S LEAGUE CO-OP. ASSN. INC.**  
11 WEST 42nd ST., NEW YORK, N. Y.



## MEAT IMPORTS AT NEW YORK

For week ended October 23, 1937:

Point of origin	Commodity	Amount Lbs.
Argentina—Canned corned beef.....		201,365
—Dried sausage.....		16,872
—S. P. pork butts.....		33,725
—Dry salt pork bellies.....		7,401
—Canned spiced beef.....		4,320
—Canned roast beef.....		72,000
Brasil—Canned corned beef.....		504,360
Canada—Smoked bacon.....		5,221
—Fresh chilled pork cuts.....		6,690
—Fresh frozen pork cuts.....		53,185
—Sausage.....		1,350
—Fresh chilled beef cuts.....		19,481
Czechoslovakia—Cooked ham in tins.....		3,624
Denmark—Cooked ham in tins.....		88,935
—Tinned cooked sausage.....		5,318
—S. P. pork bellies.....		2,630
—Smoked bacon.....		2,912
—Tinned luncheon meat.....		1,087
—Cooked pork loins in tins.....		960
—Smoked bellies.....		2,052
England—Smoked bacon.....		6,849
—Meat paste.....		271
—Cooked ham in tins.....		379
Estonia—Cooked ham in tins.....		102
Finland—Tinned cooked sausage.....		2,351
—Fresh frozen pork cuts.....		624
—Dried bacon.....		1,208
France—Tinned liverpaste.....		1,080
Germany—Smoked sausage.....		2,121
Holland—Smoked ham.....		890
—Cooked ham in tins.....		20,383
—Smoked ham.....		5,016
Hungary—Smoked sausage.....		772
—Smoked bacon.....		440
Irish Free State—Smoked bacon.....		2,921
—Smoked ham.....		1,218
Italy—Smoked sausage.....		120
Lithuania—Cooked ham in tins.....		8,675
—Fresh frozen pork backs.....		19,700
—Fresh frozen pork hams.....		7,291
Norway—Mutton and beef sausage.....		1,375
—Meat cakes in tins.....		3,060
Paraguay—Canned corned beef.....		14,400
Poland—Fresh frozen pork cuts.....		48,733
—Cooked ham in tins.....		751,216
—Cooked sausage in tins.....		1,849
—Tinned cooked pork loins.....		20,088
—Smoked bacon.....		664
—Cooked tinned spiced ham.....		792
—Cooked pork butts in tins.....		1,291
Rumania—Cooked ham in tins.....		38,023
—Cooked pork loins in tins.....		5,040
Switzerland—Bouillon cubes.....		7,877
—Gravy tablets.....		776

## MEAT INSPECTED IN SEPTEMBER

Meat and meat food products prepared under federal inspection during September, 1937:

	Sept., 1937, lbs.
Meat placed in cure:	
Beef.....	8,835,994
Pork.....	133,964,317
Smoked and/or dried meat:	
Beef.....	4,879,332
Pork.....	104,967,649
Bacon sliced.....	20,428,301
Sausage:	
Fresh finished.....	8,774,162
Smoked and/or cooked.....	52,113,225
Dried or semi-dried.....	7,423,282
Meat loaves, head cheese, chill con carne, jellied products, etc.....	9,421,282
Cooked meat:	
Beef.....	1,269,924
Pork.....	12,629,000
Canned meat and meat products:	
Beef.....	7,225,011
Pork.....	5,352,121
Sausage.....	2,281,747
Soup.....	1,080,019
All other.....	5,344,170
Lard:	
Rendered.....	41,270,975
Refined.....	62,850,625
Old stock.....	8,364,601
Edible tallow.....	4,859,933
Compound containing animal fat.....	48,926,287
Oleomargarine containing animal fat.....	4,859,943
Miscellaneous.....	2,175,473

Week Ending October 30, 1937

# CHICAGO PROVISION MARKETS

REPORTED BY THE NATIONAL PROVISIONER DAILY MARKET SERVICE

## FUTURE PRICES

SATURDAY, OCTOBER 23, 1937.

	Open.	High.	Low.	Close.
LARD—				
Oct. ....	9.47½	9.47½	9.35	9.35
Nov. ....	9.30			9.30
Dec. ....	9.40	9.40	9.30	9.30b
Jan. ....	9.35	9.35	9.30	9.30
Mar. ....	9.40			9.40ax
May ....	9.45	9.45	9.40	9.40b
CLEAR BELLIES—				
Oct. ....				13.37½ax

MONDAY, OCTOBER 25, 1937.

	Open.	High.	Low.	Close.
LARD—				
Oct. ....	9.20	9.27½	9.15	9.15ax
Nov. ....				9.20ax
Dec. ....	9.20	9.35	9.20	9.20-22½
Jan. ....	9.20-17½	9.30	9.17½	9.22½
Mar. ....	9.30	9.37½	9.30	9.35ax
May ....	9.35-32½	9.45	9.30	9.35-37½
CLEAR BELLIES—				
Oct. ....	13.25			13.25ax

TUESDAY, OCTOBER 26, 1937.

	Open.	High.	Low.	Close.
LARD—				
Oct. ....	9.20	9.32½	9.15	9.17½
Nov. ....				9.20b
Dec. ....	9.20	9.45	9.20	9.25ax
Jan. ....	9.25	9.42½	9.22½	9.25
Mar. ....	9.35	9.35	9.30	9.30
May ....	9.50	9.55	9.37½	9.37½b
CLEAR BELLIES—				
Oct. ....	13.25			13.25ax

WEDNESDAY, OCTOBER 27, 1937.

	Open.	High.	Low.	Close.
LARD—				
Oct. ....	9.07½	9.10	9.07½	9.10b
Nov. ....				9.10ax
Dec. ....	9.20	9.30	9.12½	9.15
Jan. ....	9.22½	9.32½	9.15	9.17½ax
Mar. ....				9.30ax
May ....	9.35-37½	9.45	9.30	9.37½
CLEAR BELLIES—				
Oct. ....				13.25ax

THURSDAY, OCTOBER 28, 1937.

	Open.	High.	Low.	Close.
LARD—				
Oct. ....	9.10	9.10	9.07½	9.10b
Nov. ....				9.10b
Dec. ....	9.25	9.25	9.20	9.25ax
Jan. ....	9.25	9.25	9.20	9.22½b
Mar. ....	9.30			9.30
May ....	9.45	9.47½	9.40	9.47½
CLEAR BELLIES—				
Oct. ....				13.25ax

FRIDAY, OCTOBER 29, 1937.

	Open.	High.	Low.	Close.
LARD—				
Oct. ....	9.17	9.25	9.17½	9.25b
Nov. ....				9.20b
Dec. ....	9.30	9.35	9.27½	9.35b
Jan. ....	9.32½	9.35	9.27½	9.35b
Mar. ....				9.40ax
May ....	9.52½	9.52½	9.47½	9.52½
CLEAR BELLIES—				
Oct. ....				13.25ax

Key: ax, asked; b, bid; n, nominal; —, split.

## LIVERPOOL PROVISION PRICES

Prices of first quality product at Liverpool for the week of October 13, 1937, with comparisons:

	Oct. 13, 1937.	Oct. 6, 1937.	Oct. 14, 1936.
American green bellies.....	Nominal	Nominal	\$17.72
Danish Wiltshire sides.....	\$21.58	\$23.33	21.87
Canadian green sides.....	20.54	22.15	10.25
American short cut green hams.....	24.45	24.44	19.85
American refined lard.....	14.53	14.95	13.50

See Classified page for good men.

## CASH PRICES

Based on actual carlot trading Thursday, October 28, 1937.

	REGULAR HAMS.	*S.P.
	Green.	
8-10.....	19	20½
10-12.....	17½	20
12-14.....	15½	19
14-16.....	15½	18½
16-18 range.....	15½	18½

	BOILING HAMS.	*S.P.
	Green.	
16-18.....	15½	18½
18-20.....	15½	18½
20-22.....	15½	18½
16-20 range.....	15½	18½
16-22 range.....	15½	18½

	SKINNED HAMS.	*S.P.
	Green.	
10-12.....	17½	20
12-14.....	17	19½
14-16.....	16½	19½
16-18.....	16½	17½
18-20.....	16	17
20-22.....	15½	15½
22-24.....	15	15½
24-26.....	14½	15½
26-30.....	13½	15
30 and up.....	13	15

	PICNICS.	*S.P.
	Green.	
4-6.....	14½	17
6-8.....	13½	15½
8-10.....	12½	13½
10-12.....	11½	13½
12-14.....	11½	13½
Short Shank ½c over.		

	BELLIES.	*D.C.
	(Square cut seedless.)	
	Green.	
6-8.....	17½	21
8-10.....	17½	21
10-12.....	17½	21
12-14.....	17	20½
14-16.....	17	20½
16-18.....	16½	19½

\*Quotations represent No. 1 new cure.

	D. S. BELLIES.	Clear.	Rib.
14-16.....	13½		
16-18.....	13½		
18-20.....	13½		
20-25.....	13½		
25-30.....	13		
30-35.....	13		
35-40.....	13		
40-50.....	13		

	D. S. FAT BACKS.	9½	10½	12½	14	15	15½	16½
6-8.....								
8-10.....								
10-12.....								
12-14.....								
14-16.....								
16-18.....								
18-20.....								
20-25.....								

	OTHER D. S. MEATS.	35-45	13½n	13½n	12	10½	10	11½	9½
Extra short clears.....									
Extra short ribs.....									
Regular plates.....									
Clear plates.....									
Jowl butts.....									
Green square jowls.....									
Green rough jowls.....									

	LARD.	9.20n	9.25n	11.25n	9.25n
Prime steam, cash.....					
Prime steam, loose.....					
Neutral, in tierces.....					
Raw leaf.....					

## CHICAGO PROV. SHIPMENTS

Provision shipments from Chicago for the week ended Oct. 23, 1937, were as follows:

	Week Oct. 23.	Previous week.	Same week '36.
Cured meats, lbs. 15,321,000		15,675,000	17,567,000
Fresh meats, lbs. 38,663,000		43,478,000	49,513,000
Lard, lbs. 7,590,000		6,974,000	2,738,000



There is a "Williams" Mill for every By-Product Grinding job

### The WILLIAMS "825"

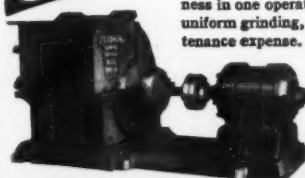
Best suited for grinding of higher grease content material such as greasy cracklings and tankage. Widely used by American Packers and Renderers. Write for Bulletin on complete installations—also of Williams Positive Drive vibrating screens.

WILLIAMS PATENT CRUSHER AND PULVERIZER CO.  
2708 North Ninth St., St. Louis, Mo.



**WILLIAMS**  
PATENT CRUSHERS GRINDERS SHREDDERS

## STEDMAN 2-STAGE GRINDERS



Grind cracklings, tankage, bones, etc., to desired fineness in one operation. Cut grinding costs, insure more uniform grinding, reduce power consumption and maintenance expense. Nine sizes—5 to 100 H.P.—capacities 500 to 20,000 lbs. hourly. Write for catalog No. 302.

**STEDMAN'S**  
FOUNDRY AND MACHINE WORKS  
504 INDIANA AVE., AURORA, INDIANA, U.S.A.

## BY-PRODUCTS MARKETS

Chicago, October 28, 1937.

### Blood.

Blood market nominal at \$3.10 delivered.

	Unit.	
	Ammonia.	
Unground	.....	\$ @3.10

### Digester Feed Tankage Materials.

Market continues quiet and easy.

Unground, 10 to 12% ammonia	.....	\$ @2.90 & 10c
Unground, 6 to 10%, choice quality	.....	3.15 @ 3.25 & 10c
Liquid stick	.....	@2.50

### Packinghouse Feeds.

Market fairly active at the following quoted prices.

	Carlots,	
	Per ton.	
Digester tankage meat meal, 60%	.....	@52.50
Meat and bone scraps, 50%	.....	@50.00
Raw bone meal for feeding	.....	@45.00

### Bone Meals (Fertilizer Grades).

Market quiet and prices nominal.

Steam, ground, 3 & 50	.....	\$21.00 @ 21.50
Steam, ground, 2 & 28	.....	@20.00

### Fertilizer Materials.

Little activity in fertilizer materials and quotations largely nominal.

High, grd. tankage, ground, 10 @ 11% am	.....	@ 2.75 & 10c
Bone tankage, ungrd., low gr., per ton	.....	@18.00
Hoof meal	.....	@ 3.40

## Dry Rendered Tankage.

Market quiet and easy.

Hard pressed and expeller unground per unit protein	.....	@.57 1/2
Soft prod. pork, ac. grease & quality, ton	.....	@40.00
Soft prod. beef, ac. grease & quality, ton	.....	@30.00

### Gelatin and Glue Stocks.

Quotations given are on l.c.l. lots. Higher prices paid for carlots.

	Per ton.	
Calf trimmings	.....	\$ @30.00
Pickled sheep trimmings	.....	28.00 @ 30.00
Sinews, pizzles	.....	20.00 @ 22.00
Cattle jaws, skulls and knuckles	.....	26.00 @ 27.00
Hide trimmings	.....	17.00 @ 18.00
Pig skin scraps and trim, per lb., l.c.l.	.....	5 1/4 @ 6c

### Horns, Bones and Hoofs.

Market quiet and prices nominal. Junk bones quoted delivered basis.

	Per ton.	
Horns, according to grade	.....	\$45.00 @ 75.00
Cattle hoofs	.....	@37.50
Junk bones	.....	18.00 @ 19.00

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

### Animal Hair.

Crude dried hog hair, winter take-off, quoted at \$90 @ 95 per ton, Chicago. Summer take-off, \$47.50 @ 50.00.

Coil and field dried hog hair	.....	2 1/2 @ 4 1/2c
Processed, black winter, per lb.	.....	7 1/4 @ 10c
Cattle switches, each*	.....	2c @ 2 1/2c

\*According to count.

See Classified page for bargains.

## FERTILIZER MATERIALS

BASIS NEW YORK DELIVERY.

### Ammoniates.

Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports, Nov.-Dec. shipment	.....	@28.00
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York	.....	nominal
Blood, dried, 16% per unit	.....	@ 3.25
Fish scrap, dried, 11% ammonia, 10% B. P. L. f.o.b. fish factories	.....	3.50 & 10c
Fish meal, foreign, 11% ammonia, 10% B. P. L. c.i.f. spot	.....	@46.50
Nov.-Dec. shipment	.....	@46.00
Fish scrap: acidulated, 7% ammonia, 3% A.P.A. f.o.b. fish factories	.....	2.90 & 50c
Soda nitrate, per net ton: bulk, Nov.-June	.....	@27.00
In 200-lb. bags, Nov.-June	.....	@28.30
In 100-lb. bags, Nov.-June	.....	@29.00
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	.....	3.20 & 10c
Tankage, unground, 10-12% ammonia, 15% B. P. L. bulk	.....	3.10 & 10c

### Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.	.....	@23.30
Bone meal, raw, 4 1/2% and 50%, in bags, per ton, c.i.f.	.....	@29.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% fat	.....	@ 8.50

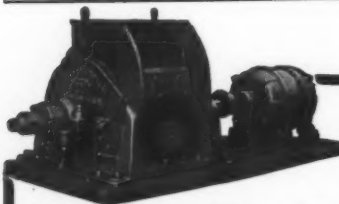
### Dry Rendered Tankage.

50% unground	.....	@57 1/2c
60% unground	.....	@57 1/2c

## TALLOW AND GREASES

(Loose, basis Chicago.)

	Per lb.	
Edible tallow	.....	6 1/2 @ 7
Prime packers tallow	.....	6 1/2 @ 6 1/2
No. 1 tallow, 10% f.a.	.....	@ 5 1/2
Special tallow	.....	5 1/2 @ 6
Choice white grease	.....	7 @ 7 1/2
A-White grease, 4% acid	.....	@ 6 1/2
B-White grease, maximum 5% acid	.....	@ 5 1/2
Yellow grease, 16-20 f.a.	.....	@ 5
Brown grease, 40 f.a.	.....	4 1/2 @ 4 1/2



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**CUTS RENDERING COSTS.** — Grinds fats, bones, carcasses, viscera, etc. — all with equal facility. Reduces everything to uniform fineness. Ground product gives up fat and moisture content readily. Low operating cost. Big Savings! Increases molter capacity.

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# TALLOW AND GREASES

## WEEKLY MARKET REVIEW

**TALLOW.**—The tallow market at New York continued to display a weak undertone during the past week and dropped  $\frac{1}{4}$  c. lb. in a limited turnover. There was a little business in extra at  $\frac{1}{4}$  c. f.o.b., followed by moderate trade at  $\frac{1}{4}$  c. f.o.b. It is doubtful if the volume that changed hands exceeded 150,000 lbs., although it is possible some business was accomplished.

Producers appeared a little more anxious to move some tallow while the consumer demand was far from aggressive. The unsteady tone in commodities and stocks may have accounted for selling in tallow.

South American tallow continued too high for the American market as it was quoted at 5c to 5.20c, c.i.f., or  $8\frac{1}{2}$  to 8.70c at New York.

At New York, special was quoted at  $\frac{1}{4}$  c. f.o.b.; extra,  $\frac{1}{4}$  c. f.o.b., and edible, 8c nominal.

Trade in tallow was generally slow and scattered with some prices easier. Tank of prime packers sold early in week at  $\frac{1}{4}$  c. Kansas City, and later large buyers held to this price at all points with  $\frac{1}{4}$  c. or better asked. Tank edible sold early at 7c, f.o.b. shipping point; tank special at 6c, Chicago, and two tanks off special at 6.05c, Philadelphia. Tank of edible was reported sold on October 27 at  $\frac{1}{4}$  c. f.o.b. shipping point. Edible tallow was quoted on October 28 at  $\frac{1}{4}$  c. f.o.b.; fancy,  $\frac{1}{4}$  c. f.o.b.; prime packers,  $\frac{1}{4}$  c. f.o.b.; special,  $\frac{1}{4}$  c. f.o.b., and No. 1,  $\frac{1}{4}$  c. f.o.b.

Tallow futures at New York lost about 40 points on the week with December trading at 6.90 to 6.85 and January at 7.05 to 6.85.

There was no London tallow auction this week. At Liverpool, Argentine beef tallow, October-November shipment, was up 3d on the week at 22s9d. Australian good mixed, October-November shipment, was off 6d for the week at 22s3d.

**STEARINE.**—The market for oleo was unchanged at New York with the last business at 9c, delivered New York, from the West.

At Chicago, stearine was quiet but steady with oleo at 8 $\frac{1}{4}$  c.

**OLEO OIL.**—Demand was moderate and the market quotably unchanged at New York. Extra was quoted at  $\frac{1}{4}$  c. f.o.b.; prime,  $\frac{1}{4}$  c. f.o.b.; and lower grades,  $\frac{1}{4}$  c. f.o.b. At Chicago, the market was unchanged in routine trade at Chicago. Extra was quoted at  $\frac{1}{4}$  c. f.o.b.

**LARD OIL.**—Trade was routine at New York and the market without change. No. 1 was quoted at  $\frac{1}{4}$  c. f.o.b.; No. 2,  $\frac{1}{4}$  c. f.o.b.; extra,  $\frac{1}{4}$  c. f.o.b.; No. 1,  $\frac{1}{4}$  c. f.o.b.; prime edible, 15c; inedible,  $\frac{1}{4}$  c. f.o.b., and extra winter strained,  $\frac{1}{4}$  c. f.o.b.

**NEATSFOOT OIL.**—Trade was rather limited at New York but prices were steady. Cold test was quoted at  $\frac{1}{4}$  c. f.o.b.; extra,  $\frac{1}{4}$  c. f.o.b.; extra No. 1,  $\frac{1}{4}$  c. f.o.b.; pure,  $\frac{1}{4}$  c. f.o.b., and special,  $\frac{1}{4}$  c. f.o.b.

(See page 33 for later markets.)

**GREASES.**—There was no particular interest in the grease market at New York during the past week. Prices, however, displayed a barely steady undertone. Demand was kept down by the lower trend in tallow and unsteadiness in commodity markets. However, producers were still holding to ideas of the previous week. An awaiting attitude developed quite generally due to lack of pressure of supplies. Some optimistic reports were received on demand for finished soaps but sentiment in greases continued divided.

At New York, choice white grease was quoted at 8c; A white,  $\frac{1}{4}$  c. f.o.b.; B white,  $\frac{1}{4}$  c. f.o.b.; yellow and house,  $\frac{1}{4}$  c. f.o.b., and brown,  $\frac{1}{4}$  c. f.o.b.

Trade in greases was rather slow and scattered at Chicago. Choice white grease last sold at  $\frac{1}{4}$  c. Cincinnati, and bidding  $\frac{1}{4}$  c. Cincinnati. Last sale of yellow grease was at  $\frac{1}{4}$  c. Chicago. Car good color brown grease sold at  $\frac{1}{4}$  c. Chicago on October 28. Round lot white grease stearine sold on previous day at  $\frac{1}{4}$  c. Chicago, and earlier in week at 6.32 $\frac{1}{2}$  c. Chicago. Choice white grease was quoted on October 28 at  $\frac{1}{4}$  c. f.o.b.; A white,  $\frac{1}{4}$  c. f.o.b.; B white,  $\frac{1}{4}$  c. f.o.b.; yellow, 10 to 15 f.f.a. at  $\frac{1}{4}$  c. f.o.b., 5c, and brown, 4 $\frac{1}{2}$  c. f.o.b.

### ANIMAL FAT EXPORTS

Exports of animal fats and oils during August, 1937, are reported as follows:

	Quantity. lbs.	Value. \$
Oleo oil	313,895	40,113
Oleo stock	226,859	28,092
Oleo stearine	32,822	3,287
Oleomargarine	8,392	1,208
Neutral lard	24,253	3,747
Cooking fat, not lard	117,519	17,486
Lard	7,175,434	900,050
Tallow, edible	56,364	6,607
Tallow, inedible	145,524	10,475
Other fats and greases	145,430	12,553
Grease stearine	12,845	1,678
Neatsfoot oil	81,988	12,566
Gelatin	23,218	12,934
Oleic acid	7,407	787
Stearic acid	32,118	4,225

Lard export in August dropped over a half million lbs. below the July export. The United Kingdom took 3,075,552 lbs., Cuba 2,614,536 lbs. and Mexico 643,481 lbs. In addition to the above, 1,605,118 lbs. was shipped to insular possessions, bulk of which went to Porto Rico.

### TALLOW FUTURE TRADING

Tallow transactions at New York:

SATURDAY, OCTOBER 23, 1937.

	High.	Low.	Close.
October	.....	.....	6.50 bid
November	.....	.....	6.40 bid
December	.....	.....	6.81@6.85
January	.....	.....	6.70@6.86
February	.....	.....	6.60@6.85
March	.....	.....	6.55@6.85

MONDAY, OCTOBER 25, 1937.

October	.....	.....	6.50 bid
November	.....	.....	6.40 bid
December	.....	.....	6.75@6.85
January	.....	.....	6.70@6.90
February	.....	.....	6.60@6.90
March	.....	.....	6.55@6.85

TUESDAY, OCTOBER 26, 1937.

October	.....	.....	6.50 bid
November	.....	.....	6.41 bid
December	.....	.....	6.65@6.85
January	.....	6.85	6.85
February	.....	6.75	6.75@6.85
March	6.75	6.75	6.75

WEDNESDAY, OCTOBER 27, 1937.

October	.....	.....	6.50 bid
November	.....	.....	6.40 bid
December	6.75	6.75	6.66@6.84
January	.....	.....	6.65@6.85
February	.....	.....	6.65@6.79
March	.....	.....	6.65@6.75

THURSDAY, OCTOBER 28, 1937.

November	.....	.....	6.40 bid
December	6.84	6.81	6.78@6.85
January	.....	6.80	6.80 trad
February	.....	.....	6.75@6.85
March	6.85	6.85	6.75@6.85
April	.....	.....	6.75 bid

FRIDAY, OCTOBER 29, 1937.

December	.....	.....	6.55@6.90
March	.....	.....	6.51@6.81

### EASTERN FERTILIZER MARKETS

(Special Cable to The National Provisioner.)

New York, October 27, 1937.

There has been no trading in local tankage or dried blood.

Japanese sardine meal is unobtainable for spot delivery and November, December shipment from Japan is offered at \$45.50 per net ton c.i.f. North Atlantic Coast ports.

Foreign steamed bone meal is lower in price, enough so, that buyers have become attracted enough to place orders.

Several hundred tons of dry rendered tankage were sold at from 55c to 57 $\frac{1}{2}$  c per unit, f.o.b. New York.

### ANIMAL OILS

(Basis Chicago.)

	Per lb.
Prime edible	14 $\frac{1}{2}$
Prime inedible	13 $\frac{1}{2}$
Headlight	13 $\frac{1}{2}$
Prime W. S.	13
Extra W. S.	12 $\frac{1}{2}$
Extra lard oil	12
Extra No. 1 lard oil	11 $\frac{1}{2}$
No. 1 lard oil	10 $\frac{1}{2}$
No. 2 lard oil	10
Acidless tallow oil	10 $\frac{1}{2}$
20° C. T. neatsfoot oil	16 $\frac{1}{2}$
Pure neatsfoot	12 $\frac{1}{2}$
Spec. neatsfoot oil	11 $\frac{1}{2}$
No. 1 neatsfoot oil	10 $\frac{1}{2}$



# LEGAL Pointers

For the Meat Packing Executive  
Who Sets Company Policy

## Injured Customer

What is the legal liability of a packer for injuries suffered by a customer who falls over an obstruction in a sales cooler aisle intended for the use of customers?

In a recent court case a woman sued the owner of a store for injuries sustained by her when she fell over a box placed in a narrow aisle which afforded the only access to a section of the store where she desired to make purchases. At the trial the owner of the store contended that the customer was at least partly to blame because she was negligent in not looking where she was going as she walked through the store. Upon the trial court's deciding this contention in favor of the store, the woman appealed. The higher court reversed the decision and returned the case to the lower court for a new trial.

The following comment of the court is well worth the attention of the proprietor of every business place:

"There is a substantial difference between the kind and degree of vigilance which a traveler on a street must exercise to avoid damage and that which is required of a customer in a store. The store-keeper expects and intends that his customers shall look not at the floor, but at the goods which he displays to attract their attention and which he hopes they will buy. He at least ought not to complain if they look at the goods displayed instead of at the floor to discover possible pitfalls, obstructions or other dangers, or if their purchases so encumber them as to prevent them from seeing dangers which might otherwise be apparent. Patrons are entitled therefore to rely to some extent at least upon the presumption that the proprietor will see that the passageways provided for their use are unobstructed and reasonably safe." (Chalmers vs. Great Atlantic and Pacific Tea Company, 192 Atlantic Reporter, 419).

## COTTONSEED PRODUCTS EXPORTS AND IMPORTS

For one month ended September 30, 1937 and 1936, as reported by the U. S. Department of Commerce:

	1937.	1936.
<b>Exports:</b>		
Oil, crude, lbs.....	42,249	8,916
Oil, refined, lbs.....	137,443	125,373
Cake and meal, tons.....	155	506
Linters, running bales....	24,779	10,585
<b>Imports:</b>		
Oil, crude, lbs.....	none	none
Oil, refined, lbs.....	11,494,182	14,484,289
Cake and meal, tons.....	350	1,201
Linters, bales.....	1,120	2,482

## GAIN IN PEANUT OIL USE

Peanut oil has become one of the more important domestic edible oils during the past two years, factory consumption rising from 14,105,000 lbs. in 1934 to 109,378,000 lbs. in 1935 and 103,735,000 lbs. in 1936, according to a recent report by the U. S. Bureau of Agricultural Economics. Around 91 per cent of total consumption is for edible products, 88,740,000 lbs. being used in compounds in 1936, 4,140,000 lbs. in margarine and 2,419,000 lbs. is used in other edible products.

Domestic production of virgin and crude peanut oil in 1936 totaled 70,322,000 lbs. and imports amounted to 49,006,000 lbs. This was a reverse of the trend in 1935 when around 80,723,000 lbs. was imported and 44,673,000 lbs. produced domestically. Expansion in production, imports and consumption of peanut oil has been accompanied by higher prices. Crude was at 3.7 cents per lb. in 1932 and continued around 4 cents until the fall of 1934 when the price rose to 9.4 cents and has since ranged in a spread between 8 and 10 cents a pound.

Increased consumption at higher prices is attributed by the bureau to relatively short domestic supplies of cottonseed oil and lard, excise taxes on competing foreign oils, and business recovery increasing demand for all fats and oils. The AAA program encouraged the diversion of peanuts into the oil crushing mill. As a result greater quantity of nuts are being crushed.

## Refining Edible Oils

Up-to-date practices in refining edible oils and their manufacture into shortening and salad dressings have resulted in product of superior keeping quality, fine flavor, good color and desirable consistency.

This is due to improvement in neutralizing oils, resulting in more complete deodorization and better decolorizing and clarifying. Improved manufacturing equipment has been introduced and great strides have been made in packaging the product for maximum consumer acceptance.

These up-to-date methods, as well as some of the older practices still in use, are described in a series of articles which have appeared in THE NATIONAL PROVISIONER. Copies of these reprints are available at 50c. To secure them, send the following coupon with remittance:

THE NATIONAL PROVISIONER,  
Old Colony Bldg., Chicago, Ill.  
Please send copy of reprint on oil refining and manufacture.  
Name.....  
Street.....  
City..... State.....  
(Enclosed find 50c in stamps.)

## COTTON OIL TRADING

COTTONSEED OIL.—Valley crude was quoted on October 27 at 6.12½¢ paid; Southeast 6.12½ nominal; Texas 6.00@6.12½ nominal, at common points, Dallas 6.12½ nominal.

Market transactions at New York:

Friday, October 22, 1937

	Sales.	—Range—		—Closing—	
		High.	Low.	Bid.	Asked.
Nov. ....				735 a	nom
Dec. ....	1	737	737	733 a	736
Jan. ....	12	739	732	733 a	734
Feb. ....				735 a	nom
Mar. ....	39	743	733	734 a	trad
April. ....				735 a	nom
May ....	47	744	737	738 a	trad
June ....				740 a	nom

Saturday, October 23, 1937

Nov. ....				710 a	755
Dec. ....				722 a	725
Jan. ....	3	725	725	724 a	725
Feb. ....				725 a	nom
Mar. ....	45	729	725	725 a	trad
April. ....				725 a	nom
May ....	47	732	730	730 a	trad
June ....				730 a	nom

Monday, October 25, 1937

Nov. ....				725 a	755
Dec. ....	11	731	714	725 a	728
Jan. ....	5	722	713	726 a	729
Feb. ....				727 a	nom
Mar. ....	27	731	716	728 a	729
April. ....				725 a	Bid
May ....	57	737	721	735 a	37tr
June ....				735 a	nom

Tuesday, October 26, 1937

Nov. ....				730 a	nom
Dec. ....	10	733	727	731 a	733
Jan. ....	27	738	735	731 a	734
Feb. ....				730 a	nom
Mar. ....	16	738	727	733 a	trad
April. ....				735 a	nom
May ....	40	744	732	739 a	38tr
June ....				738 a	nom

Wednesday, October 27, 1937

Nov. ....				720 a	nom
Dec. ....	13	726	723	723 a	trad
Jan. ....	10	727	723	723 a	725
Feb. ....				723 a	nom
Mar. ....	25	733	724	727 a	25tr
April. ....				725 a	nom
May ....	74	738	728	730 a	731
June ....				730 a	nom

Thursday, October 28, 1937

Dec. ....		730	722	725 a	trad
Mar. ....		732	727	730 a	trad
May ....		740	732	736 a	trad

(See page 33 for later markets.)

## MAKING LARD COMPOUND

What products enter into the manufacture of compound? What proportion of each is used? "PORK PACKING," a test book for the meat packer, published by The National Provisioner, gives this information and many more facts on compound manufacture.

# VEGETABLE OILS

## WEEKLY MARKET REVIEW

**C**OTTONSEED oil futures at New York experienced a fair volume of trade during the past week but backed and filled over a modest range of about  $\frac{1}{4}$ c per lb. Conditions outside the market served to bring about selling and liquidation in cotton oil. There was further pressure on the market from spreaders who presumably continued to buy cotton against the sale of May oil.

With buying power somewhat repressed, owing to a disposition to await a clearer indication of how much oil the Government proposes to buy, the action of the market was not surprising. Aggressive support from trade and refining houses was absent but there was sufficient scattered commission and wire house absorption to limit extent of downturns. The fact that few if any hedges were coming into the pit was a helpful feature this week. The short interest in the market apparently increased, partly as a result of foreign activity.

Recent stock market uncertainty has contributed to an awaiting attitude in cottonseed oil. Commodities in general were barely steady to somewhat lower during the week and this led oil professionals to press the market, especially when any outside selling pressure appeared.

### Rallies Not Sustained

Prices scored fair rallies several times but failed to hold the bulges. This unsteadiness was in the face of continued favorable reports on satisfactory demand for oil and shortening and firmness in crude oil in the South.

In Texas, crude oil sold at from  $\frac{5}{8}$ c to  $\frac{6}{8}$ c, according to location. In the Southeast and Valley, crude oil was  $\frac{6}{8}$ c bid but it was strongly indicated that very little would come out unless  $\frac{6}{8}$ c or better was paid. Cottonseed market in the South was firmer. At midweek cottonseed in Texas was quoted at \$25 per ton, an advance of about \$4 per ton over levels for the previous week.

The seed market was influenced to some extent by an announcement that a Southern delegation had asked President Roosevelt for a cottonseed loan. This report apparently has had little influence so far upon the oil futures market.

In approving the 1938 agricultural conservation program, Secretary of Agriculture Henry A. Wallace reduced the cotton acreage goal from the tentative figures of between 29,000,000 and 31,000,000 acres to 27,000,000 to 29,000,000 acres. This came in for some market attention as average cotton acreage for the period from 1928-37, has been 36,858,000 acres.

**COCONUT OIL.**—Demand at New York was rather quiet and the market was quoted at  $4\frac{1}{2}$ @ $4\frac{1}{4}$ c. On the Pacific coast, oil was quoted at  $4\frac{1}{2}$ @ $4\frac{1}{4}$ c.

**CORN OIL.**—The market at New York was steady at 7c. There were reports of small sales at  $6\frac{1}{2}$ c, mills.

**SOYA BEAN OIL.**—The market eased to  $5\frac{1}{2}$ c at New York with a few tanks changing hands. Later business passed at 6c and offerings became lighter.

**PALM OIL.**—The market was rather quiet at New York and barely steady under the influence of easier feeling in tallow. Nigre oil on the spot was quoted at  $4\frac{1}{2}$ c; shipment, 4c;  $12\frac{1}{2}$  per cent acid,  $3.95$ c. Sumatra was quoted at  $3\frac{1}{2}$ c nominal.

**PALM KERNEL OIL.**—The market continued purely nominal at New York on a basis of  $4.95$ c.

**OLIVE OIL.**—Trade was rather limited at New York but prices were steady. Nearby was quoted at  $9\frac{1}{2}$ c and forward shipment at  $7\frac{1}{2}$ c.

**PEANUT OIL.**—The market was quiet but firm at New York at around 7c. The trade was awaiting the payment announcement under the government plan.

### HULL OIL MARKETS

Hull, England, October 27, 1937.—Refined oil, 23s6d. Egyptian crude cottonseed oil, 20s6d.

### SOUTHERN MARKETS

#### New Orleans.

(Special Wire to The National Provisioner.)  
New Orleans, La., Oct. 28, 1937.—Cotton oil futures were steady and easily affected by changing news. Crude was selling freely at  $6\frac{1}{2}$ @ $6\frac{1}{4}$ c, f.o.b. mills, all directions, with ready buyers. Bleachable for nearby shipment was firm. Soapstock tended lower on account of heavy production and limited number of buyers. Seed marketing continues comparatively light; farmers are awaiting definite action by federal surplus commodity bureau in connection with purchase of crude cottonseed oil. Because of early frost many doubt the government's last estimate of cotton crop will be realized.

#### Dallas.

(Special Wire to The National Provisioner.)  
Dallas, Texas, October 28, 1937.—Forty-three per cent cotton seed cake and meal, Dallas basis, for interstate shipment, \$24.00. Prime cottonseed oil  $6\frac{1}{2}$ @ $6\frac{1}{4}$ c.

### LESS MARGARINE PRODUCED

Production of oleomargarine in the United States shows a four million pound decrease from the 1936 half-yearly figures, according to the Food-stuffs Division, Bureau of Foreign and Domestic Commerce. For the first six months of 1937 the production was 188,622,621 pounds. In this production the use of cocoanut oil dropped 49 million pounds to a low of 31 million pounds this year, while cottonseed oil increased 29 million pounds to an 80 million pound consumption in the current half-year. Soybean oil accounted for 15 million pounds in 1937, a 500 percent increase, and babassu oil increased 1 million pounds over the  $9\frac{1}{2}$  million pound figure of 1936. Nearly 35 million pounds of milk were consumed in margarine in the first six months of 1937, and the 4 million pound reduction in the production of the finished product is reflected in a similar decrease in the amount of milk used this year.

### MORE MARGARINE DEALERS

Growth in margarine production in recent years has been closely paralleled by an increase in the number of licensed retail margarine dealers, according to a recent study by the Institute of Margarine Manufacturers. In the fiscal year ended June 30, 1934 there were about 106,000 licensed retailers; in 1935 the number had risen to 155,000; in 1936 to about 160,000, and in the year ended June 30, 1937 to about 175,000.

During the 1934 fiscal year margarine production (U. S. Treasury Department figures) totaled 243,187,000 lbs.; in 1935, 353,773,000 lbs.; in 1936, 371,751,000 lbs. and in 1937, 388,948,000 lbs. In 1934 production amounted to about 2,295 lbs. per dealer; in 1936 to about 2,325 lbs. per dealer but in 1937 dropped to around 2,225 lbs. per dealer.

### SEPTEMBER MARGARINE TAX

Taxes paid on oleomargarine during September, 1937 and 1936, as reported by the Bureau of Internal Revenue:

	1937.	1936.
Excise taxes .....	\$ 93,873.50	\$ 92,715.50
Special taxes .....	34,278.41	43,329.48
Total .....	\$128,151.91	\$136,044.98

Quantity of product on which tax was paid during September, 1937, totaled 47,830 lbs. of colored margarine and 35,540,200 lbs. of uncolored; during the same month a year ago, tax was paid on 67,600 lbs. of colored and 34,358,200 lbs. of uncolored margarine.

# HIDES AND SKINS

## WEEKLY MARKET REVIEW

### Chicago

**PACKER HIDES.**—Trading is still at a standstill in all hide markets. Early attempts to invite packer representatives to meet with tanners late this week at the annual convention of the Tanners' Council here are reported to have been voted down. Instead, a resolution is reported to have been adopted advising that the Council take no action but permit the market to adjust itself.

In view of the slow leather business and the uncertainty of shoe operations in the near future, some tanners appear inclined to curtail operations until the outlook for leather business has cleared up to some extent. Raw stocks in the hands of tanners are undoubtedly very light at present.

A local small packer sold 3,500 Aug.-Sept. light native cows early this week at 13½¢, this bid having been declined earlier by the Association. A car of July-Aug. heavy native cows was sold by the Association at 15¢ at the close of last week, after moving three cars of summer native bulls earlier at 11½¢. These sales constitute the only index to present price levels.

Quotations in adjoining price table are only nominal and have little bearing on the actual market, pending trading in volume to establish prices.

One feature which has been under discussion recently is the fact that packers have gone through a period of very high cattle prices recently and, in figuring the cost of beef, have in some instances been crediting the value of hides based on packers' last trading prices. If the hide market re-opens with drastic declines in prices, beef operations during the past three months will probably have incurred heavy hidden losses. While the statistical position of stocks of hides favors the killers, and the packers have not been inclined to consider the 13¢ level for light native cows which buyers are talking, the uncertainty of the near future outlook for business in general will have considerable bearing on price structures.

Receipts of cattle at the seven western markets for the year to Oct. 23rd were 6,131,000 head, as against 6,912,000 for the same time last year, a decline of 781,000 head. Receipts for first four days this week were 198,000 head, compared with 199,000 a week ago, and 204,000 a year ago.

**OUTSIDE SMALL PACKER HIDES.**—The market on outside small packer all-weight natives is quoted in a general way around 12¢, brands ½¢ less, and good lots of choice light average stock are probably salable at that basis; in fact, bids at 12¢ were in the market early for best lots. However, there appears to be nothing available at that basis, holders usually asking at

least 12½¢@13¢, selected, del'd Chicago. Tanners' ideas range 11½¢@12¢ but trade confined mostly to distress lots; one such small less car lot was reported at 11½¢, selected, del'd Chicago. Chicago take-off nominally around 13@13½¢. Barring some unforeseen outside development, this market certainly seems to have discounted any probable decline in packer light cows when trading is resumed, but the liberal supply of big packer light cows of more uniform take-off will undoubtedly draw some buyers away from the small packer market.

**FOREIGN WET SALTED HIDES.**—The South American market worked slightly higher during the week in a limited trade. Late last week, 8,500 frigorifico light steers moved at prices equal to 13½¢@14¢, or ½¢ up from prior sales. Early this week 3,000 Corp'n. brined cows sold at 11½¢, and 1,200 LaBlanca reject light steers at 72 pesos or 11½¢. Later, Europe bought 2,000 Anglo steers, 24½ kilos, at 87 pesos, equal to 14½¢, c.i.f. New York, as against 84 pesos or 13½¢ paid last week in a large way. Finally, 4,000 Wilson steers sold at 88 pesos or about 14½¢.

**COUNTRY HIDES.**—Trading has continued almost at a standstill on country hides and quotations are practically all nominal. Except for occasional distress lots, offerings of country stock are light and some dealers show an inclination to hold hides in view of the firming of security and other commodity markets outside the industry. Tanners, on the other hand, show very little interest in the market. Untrimmed all-weights talked in a nominal way around 9@9½¢, selected, del'd Chicago, although some quote 9½¢@10¢. Heavy steers and cows 9@9½¢ nom., trimmed. Buff weights range 9½¢@10¢, trimmed, but difficult to quote in the absence of actual trading. Trimmed extremes range around 11½¢, selected, with last reported sales at 11¢ flat, equal to about 11½¢, selected. Bulls and glues 8@8½¢ as to buyers' and sellers' ideas. All-weight branded hides 8½¢@9¢ nom.

**CALFSKINS.**—Last trading in packer calfskins, three weeks back, was the movement by one packer of Sept. production at 22¢ for northern heavies 9½¢ 15 lb., 21¢ for River point heavies, and 20¢ for lights under 9½ lb. Other packers still hold Sept. production, and a few August heavies still reported held. These prices are no longer obtainable, in view of the 2¢ decline since in city calf.

One collector this week sold two cars city 10/15 lb. calfskins at 15¢, the bid price; some quoting the 8/10 lb. nominally on same basis, as both lights and heavies had formerly been offered at same figure, although 16¢ is generally the asking price on the 8/10 lb. Outside

cities, 8/15 lb., quoted around 15¢ nom. Straight countries 12@12½¢ flat nom. Chicago city light calf and deacons quoted at \$1.00@1.10 nom., with top price asked.

**KIPSKINS.**—There is a lighter accumulation on packer kipskins than any other item on the list; packers are fairly well sold up to October 1st, with last trading in Sept. kips a month ago at 18¢ for northern natives, 17¢ for northern over-weights, southern a cent less, and branded kips at 15½¢. Asking prices on city kips have since declined 1½¢.

Chicago city kipskins are available at 15¢, although some ask 15½¢, but no bids in the market at present. Outside cities are nominal at 14½¢@15¢; straight countries around 12¢ top.

Packer regular slunks nominal at 85 @1.00, with top price still asked.

**HORSEHIDES.**—Trading light in horsehides, with larger factors showing very little interest. Some quoting a top of \$4.00 for very good city renderers, with full manes and tails, selected, f.o.b. nearby points; ordinary trimmed renderers reported sold at \$3.60, del'd Chicago, some quoting around \$3.50 now; mixed city and country lots around \$3.00 nom., Chicago.

**SHEEPSKINS.**—Dry pelts easier, with pullers talking down to 15¢, although others still quote around 18¢, del'd Chicago, in a nominal way. Trading very light on packer shearlings and quotations vary as to sellers; one packer last sold No. 1's at \$1.00 and No. 3's at 70¢; others quote No. 1's 90¢@1.00 nom., No. 2's 75¢@90¢ nom., and No. 3's 60¢@70¢ nom. Wool trade has been very light and quotations mostly nominal, with an easier trend. Last reported sale of packer pickled skins was at \$7.00 per doz. big packer lamb; this figure is usually asked, in the absence of any bids, but intimated skins could be bought at \$6.50 on firm bids. Quotations only nominal on packer lamb pelts and, while sales are reported to have been made recently by outside packers around \$1.50 per cwt. live lamb, others quote \$1.35@1.50 per cwt. in a nominal way at present.

### New York

**PACKER HIDES.**—Trade still at a standstill in the eastern market and some action is awaited in the Chicago packer market to clarify prices.

**CALFSKINS.**—The only trading reported this week was the sale by a Brooklyn collector of 1,500 calfskins for export, with the 4-5's moving at 90¢ and 5-7's at \$1.20@1.25, or around 20¢ under previous week's nominal quotations. Last reported packer sales were several weeks back, with 5-7's at \$1.80, 7-9's \$2.20 and 9-12's \$3.20; some quoting in a nominal way around 20@25¢ less, and trading awaited to establish the market.

Watch Classified page for bargains in equipment.



## CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Oct. 29, 1937, with comparisons; all quotations nominal, pending resumption of trading:

PACKER HIDES.			
	Week ended Oct. 29.	Prev. week.	Cor. week, 1936.
Spr. nat. str.	17 1/2 @ 19 1/2 n	18 1/2 @ 19 1/2	15 @ 15 1/2
Hvy. nat. str.	17 @ 19 1/2 n	18 @ 19 1/2	14 1/2 @ 15
Hvy. Tex. str.	17 @ 19 1/2 n	18 @ 19 1/2	14 1/2 @ 15
Hvy. butt brnd'd str.	17 @ 19 1/2 n	18 @ 19 1/2	14 1/2 @ 15
Hvy. Col. str.	16 1/2 @ 19 n	17 1/2 @ 19	14 @ 14 1/2
Ex-light Tex. str.	14 @ 16 1/2 n	15 @ 16 1/2	@ 11 1/2
Brnd'd cows	14 @ 16 1/2 n	15 @ 16 1/2	@ 11 1/2
Hvy. nat. cows	15 @ 17 n	16 1/2 @ 18	@ 13
Li. nat. cows	14 @ 17 n	15 @ 17	@ 11 1/2
Nat. bulls	11 1/2 @ 13 n	11 1/2 @ 13 1/2	@ 10
Brnd'd bulls	10 1/2 @ 12 n	10 1/2 @ 12 1/2	@ 9
Calfskins	20 @ 22	20 @ 22	20 @ 21 1/2
Kips, nat.	@ 18	@ 18	@ 16 1/2
Kips, or-wt.	@ 17	@ 17	@ 15
Kips, brnd'd.	@ 15 1/2	@ 15 1/2	@ 13 1/2
Slunks, reg.	85 @ 1.00 n	90 @ 1.00 n	@ 1.05
Slunks, hrls.	40 @ 50	40 @ 50	40 @ 45

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

### CITY AND OUTSIDE SMALL PACKERS.

Nat. all-wts.	12 @ 13	13 @ 14	n 10 1/2 @ 11 1/2
Branded	11 1/2 @ 12 1/2	12 1/2 @ 13 1/2	10 @ 10 1/2
Nat. bulls	10 @ 10 1/2	11 @ 11 1/2	8 1/2 @ 9
Brnd'd bulls	9 @ 9 1/2	10 @ 10 1/2	7 1/2 @ 8
Calfskins	@ 15	@ 16 1/2 ax	17 1/2 @ 18
Kips	@ 15 ax	@ 16 ax	14 @ 14 1/2
Slunks, reg.	75 @ 90 n	80 @ 90 n	85 @ 95 n
Slunks, hrls.	35 @ 40 n	35 @ 40 n	25 @ 35 n

### COUNTRY HIDES.

Hvy. steers	9 @ 9 1/2	9 1/2 @ 10	@ 8
Hvy. cows	9 @ 9 1/2	9 1/2 @ 10	@ 8
Bulls	9 1/2 @ 10	10 1/2 @ 10 1/2	9 @ 9 1/2
Extremes	11 1/2 @ 11 1/2	11 1/2 @ 12 1/2	@ 10 1/2
Bulls	8 @ 8 1/2	8 1/2 @ 9	7 @ 7 1/2
Calfskins	12 @ 12 1/2	12 1/2 @ 13	12 1/2 @ 13
Kips	@ 12 n	12 @ 12 1/2	@ 11 1/2
Light calf.	60 @ 70 n	70 @ 80 n	85 @ 1.00 n
Deacons	60 @ 70 n	70 @ 80 n	85 @ 1.00 n
Slunks, reg.	50 @ 60 n	50 @ 60 n	65 @ 75 n
Slunks, hrls.	15 @ 20 n	15 @ 20 n	10 @ 15 n
Horsehides	3.00 @ 4.00	3.25 @ 4.25	3.10 @ 3.80

### SHEEPSKINS.

Pkr. lambs	.....	.....	.....
Sm. pkr. lambs	.....	.....	.....
Pkr. shearings	90 @ 1.00 n	@ 1.10	95 @ 1.00 n
Dry pelts	16 @ 18 n	18 @ 19 n	18 1/2 @ 19

## N. Y. HIDE FUTURE MARKETS

Saturday, Oct. 23, 1937—Close: Dec. 11.93 b; Mar. 12.30 sale; June 12.62 @ 12.64; Sept. 12.93 n; sales 88 lots. Closing 45 @ 47 lower.

Monday, Oct. 25, 1937—Close: Dec. 12.05 bid; Mar. 12.40 @ 12.50; June 12.71 @ 12.80; Sept. 13.04 nom; sales 163 lots. Closing 9 @ 12 higher.

Tuesday, Oct. 26, 1937—Close: Dec. 11.96 bid; Mar. 12.31 sales; June 12.65 sales; Sept. 12.96 nom.; sales 92 lots. Closing 6 @ 9 lower.

Wednesday, Oct. 27, 1937—Close: Dec. 11.90 @ 12.00; Mar. 12.26 sale; June 12.57 sale; Sept. 12.88 nom.; sales 50 lots. Closing 5 @ 8 lower.

Thursday, Oct. 28, 1937—Close: Dec. 12.13 nom; Mar. 12.48 sales; June 12.77 sales; Sept. 13.08 nom; sales 77 lots. Closing 20 @ 23 higher.

Friday, Oct. 29, 1937—Close: Dec. 12.15 nom.; Mar. 12.50 sales; June 12.78 @ 12.80; Sept. 13.09 nom.; sales 72 lots. Closing 1 to 2 higher.

Watch Classified page for bargains.

Week Ending October 30, 1937

# WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSINGS

### Provisions

Hog products were quiet but steadier the latter part of the week, with trade mixed. Liquidation was less in evidence with hogs steadier. Top hogs at Chicago were \$9.50; cash trade fair.

### Cottonseed Oil

Cotton oil was dull and barely steady, awaiting Washington relief program. Foreign selling against purchases of cotton continue, but a scattered demand absorbs offerings. Cash trade was quieter; crude, Texas, 6c bid, elsewhere 6 1/2 c bid.

Quotations on bleachable cottonseed oil at close of market on Friday were: Dec. 7.23 @ 7.26; Jan. 7.25 @ 7.27; Mar. 7.28 @ 7.29; May 7.34 sale. Tone dull. Sales 35 lots.

### Tallow

Tallow, extra 6 1/2 c lb. f.o.b.

### Stearine

Stearine, 9c.

### Friday's Lard Markets

New York, Oct. 29, 1937.—Prices are for export. Lard, prime Western, \$9.75 @ 9.85; middle Western \$9.75 @ 9.85; city, 9 @ 9 1/2 c; refined Continent 10 1/2 c; South American, 10 1/2 c; Brazil kegs, 11c; compound, 10 1/2 c in carlots.

## BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, October 28, 1937—General provision market dull; demand lessening for hams and looks lower; lard market lower, owing to news from America.

Friday's prices were: Hams, American cut, 100s; hams, long cut, unquoted; Liverpool shoulders, square, unquoted; picnics, unquoted; short backs, unquoted; bellies, English, 84s; Wiltshires, unquoted; Cumberlands, 69s; Canadian Wiltshires, 82s; Canadian Cumberlands, 81s; spot lard, 60s.

## HUNGARIAN MEAT EXPORT

Hungary exported 100 carloads of lard to Germany during July and shipment of 25 carloads of salted bacon to Germany began at the end of July. That country also shipped 20 carloads of pork products to Great Britain and to Czechoslovakia 10 carloads of branded lard, 10 carloads of bacon and 8 carloads of raw bacon. During present negotiations with Italy it was agreed that Italian importers will purchase 100 carloads of pork and 60 carloads of salted bacon, according to the American consul at Budapest.

## CASING EXPORTS AND IMPORTS

Foreign trade in casings during August, 1937:

IMPORTS.			
	Sheep, lamb and goat, lbs.	Other, lbs.	
Austria	3,843	4,630	
Belgium	1,600	7,219	
Czechoslovakia	.....	.....	57
Denmark	3,505	5,606	
Finland	746	.....	
France	528	.....	
Greece	1,695	10,536	
Lithuania	.....	400	
Netherlands	193	174	
Norway	1,860	1,270	
Poland and Danzig	19,048	5,388	
Switzerland	1,023	.....	
United Kingdom	34,596	129,826	
Yugoslavia	4,383	445	
Canada	17,986	312,473	
Mexico	5,455	126,273	
Cuba	.....	15,803	
Argentina	2,865	.....	
Brazil	1,443	197,510	
Chile	15,111	.....	
Peru	18,730	34,072	
Uruguay	27,246	1,922	
British India	.....	792	
China	7,715	.....	
Iraq	5,973	.....	
Japan	24,934	.....	
Palestine	4,565	.....	
Iran	103,697	60,456	
Syria	70,206	.....	
Turkey	6,854	.....	
Other Asia	8,009	.....	
Australia	990	.....	
New Zealand	55,142	.....	
Morocco	.....	.....	
Total	450,601	824,797	
Value	\$375,131	\$108,535	

### EXPORTS.

	Hog, lbs.	Beef, lbs.	Other, lbs.
Austria	526	65,367	.....
Belgium	.....	15,200	.....
Czechoslovakia	.....	135,783	.....
Denmark	.....	53,507	21,789
France	16,482	467,871	6,361
Germany	25,057	351,872	1,280
Italy	.....	20,495	.....
Netherlands	42,727	85,441	3,390
Norway	.....	6,980	.....
Poland and Danzig	.....	119,115	.....
Sweden	3,000	78,067	.....
Switzerland	1,062	9,949	.....
United Kingdom	206,689	45,703	31,841
Canada	100	27,550	22,376
British Honduras	.....	.....	15
Panama	.....	6,075	280
Mexico	438	.....	13
Bermuda	73	.....	.....
Cuba	.....	21,711	4,096
Dominican Republic	.....	3,910	.....
Argentina	.....	28	.....
Venezuela	115	322	47
Netherland Indies	416	.....	.....
Turkey	.....	12,350	.....
Australia	73,278	.....	6,240
New Zealand	18,145	.....	1,023
Total	388,110	1,527,296	98,742
Value	\$214,534	\$114,220	\$75,685

## ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to October 29, 1937: To the United Kingdom, 114,464 quarters; to the Continent, 3,611. Last week to United Kingdom, 87,814 quarters; to the Continent, 23,891.

## MEAT AND LARD EXPORTS

Exports of bacon and lard through port of New York during week ended October 29, 1937 totaled 594,199 lbs. of lard and 29,500 lbs. of bacon.

# LIVE STOCK MARKETS

## WEEKLY REVIEW

### MORE CATTLE ON FEED

Number of cattle to be fed for market during the winter and spring of 1937-38 is expected to be materially larger than the number fed a year earlier, according to the U. S. Bureau of Agricultural Economics. Information now available, however, does not indicate by how much 1937-38 feeding activities will exceed those of 1936-37. Reports from the leading feeding states about October 1 indicate that the number fed in the Corn Belt states will be materially larger than in 1936-37, but that the number fed in the Western states, especially in the states west of the continental divide, will be considerably smaller. Substantial increases also are indicated for Texas and Oklahoma.

In addition to the number of cattle that will be shipped into the Corn Belt for feeding from July to December this year, apparently a considerable proportion of the in-shippments in 1936 were roughed through last winter, have been carried on pasture, and will be fed out on new crop corn. Also, the proportion of the cattle bought this year that will be placed on feed this winter undoubtedly will be larger than the proportion of last year's purchases that were fed last winter.

The estimated number of cattle fed for market in the Western states in the winter and spring of 1936-37 was the largest on record for those states. Feed supplies in these states last year were relatively large and were relatively cheap, compared with much of the Corn Belt, and prices of feeder cattle were rather low. While the feed situation in most of these states is again fairly favorable, prices will be high relative to Corn Belt prices and the price of feeder cattle is substantially higher than a year ago. As a result, most of the Western states report that cattle feeding operations this year are expected to be considerably reduced from a year earlier. Abundant supplies and

much lower prices than a year ago for cottonseed cake and hulls are expected to encourage enlarged feeding operations in Texas and Oklahoma.

### LIVESTOCK BY MOTOR TRUCK

Trucks continue to carry an increasing percentage of total receipts of livestock at principal markets. While the number of animals marketed by truck in September and for the nine months of 1937 is smaller than the total of a year ago, this is accounted for by the smaller marketings of cattle and hogs this year compared with 1936.

During September at 13 of the largest markets trucks brought in 510,158 cattle, 226,492 calves, 749,187 hogs and 367,919 sheep. For the nine months of 1937 at these markets, the number trucked in compared with those of one and two years ago was as follows:

NINE MONTHS' TOTALS.			
	1937.	1936.	1935.
Cattle .....	4,120,501	4,540,000	3,772,964
Calves .....	1,896,987	1,720,932	1,623,140
Hogs .....	7,063,960	8,432,110	6,422,458
Sheep .....	2,960,257	2,738,316	3,138,482
Total .....	16,071,705	17,431,358	14,957,044

### SEPT. FEEDER SHIPMENTS

Livestock inspected at public markets for shipment to the country during September, 1937, with comparisons, is reported by the U. S. Bureau of Agricultural Economics as follows:

	Sept., 1937.	Sept., 1936.	4-yr.-av. Sept., 33-36.
Cattle .....	364,397	305,731	355,568
Sheep .....	408,287	414,057	481,667
Hogs .....	18,394	41,167	33,610

See Classified page for good men.

### CORN BELT DIRECT TRADING

(Reported by U. S. Bureau of Agricultural Economics.)

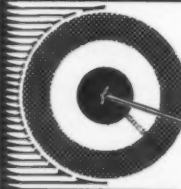
Des Moines, Ia., October 28, 1937.—At 20 concentration points and 10 packing plants in Iowa and Minnesota, undertone of hog trade was slow most of week. Thursday's prices of butcher hogs were unevenly 65@80c lower than last week's close. Packing sows mostly 55@60c lower. Country prices good and choice 180 to 250 lb. hogs, \$8.40@8.55 with a fair sprinkling to \$8.65 and above; 250 to 270 lb., \$8.25@8.50; 270 to 290 lb., \$8.15@8.35; 290 to 350 lb., \$7.75@8.20; good and choice 160 to 180 lb., \$8.00@8.45; sows, 425 lbs. down, mostly \$7.20@7.65, best light kinds to \$7.70 or slightly above; heavier down to around \$6.90. Loadings very slow late in the week.

Receipts week ended October 28, 1937 are reported as follows:

	This week.	Last week.
Friday, Oct. 22.....	13,200	15,400
Saturday, Oct. 23.....	15,500	17,900
Monday, Oct. 25.....	29,600	35,300
Tuesday, Oct. 26.....	22,200	13,700
Wednesday, Oct. 27.....	17,600	15,400
Thursday, Oct. 28.....	10,400	12,700

### TOP HOGS AT SWINE SHOW

Harry L. Sparks, of H. L. Sparks & Co., well-known livestock order buyers at National Stock Yards, Ill., topped hog purchases in the auction following the Missouri-Illinois Vocational Swine Show held recently at E. St. Louis. In a letter to Mr. Sparks the St. Louis Live Stock Exchange expressed appreciation for his support of the auction, stating that these vocational schools are doing good work in showing farm boys how to breed and feed quality hogs and that they merit the support of market and slaughtering interests. Mr. Sparks was able to secure some unusually good hogs for his customers at this sale.



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## SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended October 23, 1937.

### CATTLE

	Week ended Oct. 23, 1937.	Prev. week, 1936.	Cor. week, 1936.
Chicago	30,731	25,513	33,871
Kansas City	31,934	29,181	26,983
Omaha	21,191	17,766	23,270
East St. Louis	14,234	14,096	24,638
St. Joseph	7,603	6,703	9,171
Sioux City	9,316	7,725	12,443
Wichita	4,924	3,977	3,086
Fort Worth	8,148	8,148	7,612
Philadelphia	2,087	2,106	1,718
Indianapolis	2,058	2,008	1,937
New York & Jersey City	8,472	8,558	10,221
Oklahoma City	12,438	7,967	9,319
Cincinnati	4,869	5,296	5,231
Denver	6,928	6,840	5,859
St. Paul	16,492	14,356	20,974
Milwaukee	4,662	4,188	4,527
Total	177,230	164,458	200,860

\*Cattle and calves.

### HOGS

Chicago	81,579	64,198	106,737
Kansas City	17,887	18,598	30,752
Omaha	14,357	13,051	29,534
East St. Louis	48,130	40,521	49,517
St. Joseph	12,130	12,252	21,883
Sioux City	7,891	8,397	20,228
Wichita	4,011	4,088	5,704
Fort Worth	4,897	4,897	3,065
Philadelphia	16,518	15,723	16,556
Indianapolis	10,291	7,493	14,857
New York & Jersey City	45,279	48,066	49,636
Oklahoma City	5,231	4,775	6,819
Cincinnati	14,795	13,646	15,973
Denver	3,838	3,762	6,523
St. Paul	47,060	42,582	64,971
Milwaukee	12,949	14,612	19,266
Total	342,007	316,611	462,021

### SHEEP

Chicago	36,045	43,682	54,725
Kansas City	15,088	18,827	22,366
Omaha	14,004	18,609	20,408
East St. Louis	12,428	10,198	9,489
St. Joseph	9,102	15,817	11,935
Sioux City	8,867	13,251	12,794
Wichita	1,923	1,475	957
Fort Worth	3,700	4,682	4,682
Philadelphia	6,987	5,951	3,556
Indianapolis	3,903	4,559	2,356
New York & Jersey City	62,893	74,067	65,402
Oklahoma City	1,060	1,702	899
Cincinnati	6,843	7,574	4,398
Denver	10,510	13,975	8,095
St. Paul	29,477	26,774	36,418
Milwaukee	1,479	2,254	2,512
Total	220,608	262,415	260,912

## CANADIAN LIVESTOCK PRICES

### BUTCHER STEERS.

Up to 1,050 lbs.

Top Prices	Week ended Oct. 21, 1937.	Last week, 1936.	Same week, 1936.
Toronto	\$ 9.50	\$10.00	\$ 5.75
Montreal	9.25	9.25	6.35
Winnipeg	7.50	7.50	5.50
Calgary	6.00	6.00	4.35
Edmonton	5.25	5.50	4.50
Prince Albert	5.00	5.00	3.00
Moose Jaw	5.50	7.00	4.00
Saskatoon	4.50	6.00	3.75

### VEAL CALVES.

Toronto	\$11.00	\$10.50	\$ 9.50
Montreal	9.50	9.50	9.00
Winnipeg	7.00	7.00	6.50
Calgary	5.50	6.00	4.25
Edmonton	6.00	6.00	5.00
Prince Albert	5.00	5.00	3.50
Moose Jaw	6.00	5.50	5.00
Saskatoon	6.00	6.00	4.50

### BACON HOGS.

Toronto	\$ 8.75	\$ 9.35	\$ 8.00
Montreal (1)	9.00	9.50	8.50
Winnipeg (1)	7.75	8.50	7.50
Calgary	8.00	9.00	7.60
Edmonton	7.75	8.75	7.60
Prince Albert	7.50	8.75	7.50
Moose Jaw	7.60	8.60	7.50
Saskatoon	8.50	8.50	7.50

(1) Montreal and Winnipeg hogs sold on a "fed and watered" basis. All others "off trucks."

### GOOD LAMBS.

Toronto	\$ 8.00	\$ 8.00	\$ 7.50
Montreal	7.75	8.75	8.50
Winnipeg	6.75	6.75	6.50
Calgary	6.60	6.65	5.15
Edmonton	6.50	6.50	5.00
Prince Albert	6.00	6.00	4.75
Moose Jaw	6.00	6.25	5.00
Saskatoon	6.00	6.00	5.00

## LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, October 28, 1937, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs, excluded). CHICAGO. E. ST. LOUIS. OMAHA. KANS. CITY. ST. PAUL.

Lt. wt., 140-160 lbs.,					
Good-choice	\$ 8.50@ 9.35	\$ 9.25@ 9.60	\$ 8.25@ 8.80	\$ 8.75@ 9.00	\$ 8.90@ 8.95
Medium	8.00@ 9.10	8.75@ 9.40	8.00@ 8.60	8.50@ 8.75	8.65@ 8.90

Lt. wt., 160-180 lbs.,					
Good-choice	9.10@ 9.45	9.40@ 9.60	8.60@ 8.90	8.75@ 9.10	8.90@ 8.95
Medium	8.35@ 9.15	8.85@ 9.40	8.25@ 8.75	8.50@ 8.85	8.65@ 8.95

Lt. wt., 180-200 lbs.,					
Good-choice	9.15@ 9.45	9.35@ 9.50	8.75@ 9.00	8.85@ 9.10	8.90@ 8.95
Medium	8.50@ 9.20	8.85@ 9.35	8.40@ 8.80	8.65@ 8.90	8.65@ 8.90

Med. wt.,					
200-220 lbs., gd-ch.	9.20@ 9.50	9.30@ 9.50	8.80@ 9.00	8.90@ 9.10	8.60@ 8.95
220-250 lbs., gd-ch.	9.05@ 9.50	9.25@ 9.40	8.80@ 9.00	8.90@ 9.10	8.60@ 8.80

Hvy. wt.,					
250-290 lbs., gd-ch.	8.90@ 9.40	9.15@ 9.35	8.60@ 8.90	8.80@ 9.10	8.30@ 8.85
290-350 lbs., gd-ch.	8.50@ 9.05	9.00@ 9.20	8.35@ 8.75	8.60@ 8.90	8.10@ 8.45

### PACKING SOWS:

275-350 lbs., good.	8.35@ 8.50	8.35@ 8.60	7.90@ 8.00	8.00@ 8.25	7.75@ 8.00
350-425 lbs., good.	8.00@ 8.35	8.15@ 8.50	7.85@ 8.00	7.75@ 8.10	7.55@ 7.95
425-550 lbs., good.	7.75@ 8.00	8.00@ 8.40	7.65@ 7.90	7.50@ 8.00	7.45@ 7.70
275-350 lbs., medium.	7.25@ 8.35	7.25@ 8.25	7.15@ 7.85	7.00@ 8.00	7.45@ 7.80

### SLAUGHTER PIGS, 100-140 lbs.:

Good-choice	8.00@ 9.15	9.00@ 9.50		8.25@ 9.00	8.50@ 9.00
Medium	7.35@ 8.50	8.50@ 9.25		8.00@ 8.75	

### Slaughter Cattle, Calves and Vealers:

STEERS, 550-900 lbs.,					
Choice	14.00@17.00	11.25@15.50	11.25@15.75		11.25@15.00
Good	9.50@15.50	8.75@13.50	9.00@13.75	8.75@13.00	8.50@13.00
Medium	7.75@10.00	7.25@ 9.00	7.00@ 9.50	6.50@ 9.25	6.75@ 9.00
Common (plain)	6.00@ 8.25	6.00@ 7.25	5.25@ 7.25	5.25@ 6.50	5.25@ 7.00

STEERS, 900-1100 lbs.,					
Prime	17.00@18.50				
Choice	15.50@18.00	13.50@16.00	13.75@17.00		13.00@15.75
Good	10.00@16.75	9.00@14.00	9.50@14.50	9.25@13.50	9.00@14.00
Medium	8.25@11.25	7.25@ 9.75	7.25@10.25	6.50@ 9.75	7.00@ 9.75
Common (plain)	6.75@ 8.50	6.50@ 7.75	5.50@ 7.75	5.50@ 7.00	6.00@ 7.50

STEERS, 1100-1300 lbs.,					
Prime	18.50@19.50				
Choice	16.75@18.75	14.00@16.25	14.50@17.25		14.00@16.00
Good	11.25@17.00	9.75@14.50	10.25@14.75	9.75@14.00	9.75@14.25
Medium	8.50@11.50	7.75@11.00	7.50@11.00	7.00@10.25	7.25@10.25

STEERS, 1300-1500 lbs.,					
Prime	18.75@19.50				
Choice	17.00@18.75	14.75@16.50			14.00@16.25
Good	11.50@17.00	11.00@14.75	11.00@15.00		10.00@14.25

HEIFERS, 550-750 lbs.,					
Choice	13.50@14.00	10.75@12.75	10.25@13.25	9.75@12.00	10.25@12.00
Good	10.25@13.50	8.25@10.75	8.00@10.50	7.75@10.00	7.75@10.50
Common (plain), medium.	5.50@10.50	5.00@ 8.25	4.50@ 8.25	4.50@ 8.00	4.50@ 8.00

HEIFERS, 750-900 lbs.,					
Good-choice	9.00@15.00		8.25@13.75	8.00@12.50	8.00@12.50
Common (plain), medium.	5.50@10.50		4.75@ 8.25	4.50@ 8.00	4.65@ 8.25

### COWS:

Choice	7.50@ 9.50				
Good	6.00@ 7.50	5.75@ 8.00	5.50@ 8.00	5.50@ 7.25	5.50@ 6.50
Common (plain), medium.	4.75@ 6.00	4.50@ 5.75	4.50@ 5.75	4.00@ 6.00	4.25@ 5.50
Low cutter-cutter	3.50@ 4.75	2.75@ 4.50	3.25@ 4.50	2.75@ 4.00	3.00@ 4.40

### BULLS (Yearlings excluded):

Good (beef)	6.50@ 7.75	6.25@ 7.00	5.75@ 6.75	5.75@ 6.25	5.50@ 6.25
Cutter, com. (plain), med.	4.50@ 6.50	4.75@ 6.25	4.00@ 5.75	4.00@ 5.75	4.25@ 5.75

### VEALERS:

Good-choice	9.00@10.50	9.75@11.00	8.00@ 9.50	7.00@ 9.50	8.00@10.00
Medium	6.00@ 9.00	8.25@ 9.75	6.50@ 8.00	5.50@ 8.00	7.00@ 8.50
Cull-common (plain)	5.00@ 6.00	4.00@ 8.25	4.50@ 6.50	4.50@ 5.50	4.00@ 7.00

CALVES, 250-500 lbs.,					
Good-choice	6.50@12.50	7.50@10.75	6.50@ 9.50	5.75@ 9.50	6.00@ 9.50
Common (plain), medium.	5.00@ 6.50	4.00@ 7.50	4.50@ 6.50	4.00@ 5.75	4.00@ 6.50

### Slaughter Lambs and Sheep:

LAMBS:					
Choice	9.65@ 9.85	9.25@ 9.50	9.25@ 9.50	9.00@ 9.50	9.25@ 9.75
Good	8.75@ 9.65	8.75@ 9.25	8.50@ 9.25	8.50@ 9.00	8.75@ 9.25
Medium	7.75@ 8.75	7.75@ 8.75	7.75@ 8.50	7.25@ 8.50	7.75@ 8.75
Common (plain)	6.75@ 7.75	6.75@ 7.75	6.75@ 7.75	6.00@ 7.25	6.50@ 7.75

### Ewes:

Good-choice	2.90@ 4.00	3.25@ 4.25	2.75@ 3.50	3.25@ 4.00	2.75@ 3.75
Medium to common.	2.00@ 2.90	2.90@ 3.25	1.50@ 2.75	2.25@ 3.25	1.50@ 2.75

## NEW YORK LIVESTOCK

Receipts week ended October 23, 1937:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	5,421	14,278	5,292	35,856
Central Union	2,068	1,362	110	13,060
New York	193	2,863	20,164	7,639
Total	7,712	18,403	25,666	56,585
Last week	7,092	15,357	24,058	61,886
Two weeks ago	2,288	8,911	24,176	38,632

## PACIFIC COAST LIVESTOCK

Receipts five days ended Oct. 22:

	Cattle.	Calves.	Hogs.	Sheep.
Los Angeles	7,497	3,090	2,418	1,168
San Francisco	1,345	65	2,270	1,500
Portland	3,950	920	7,050	5,650

DIRECTS—Los Angeles: Cattle, 26 cars; calves, 0 car; hogs, 75 cars; sheep, 83 cars. San Francisco: Cattle, 365 head; calves, 295 head; hogs, 480 head; sheep, 3,500 head. Portland: Hogs, 1,171 head.



## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, October 23, 1937, as reported to The National Provisioner:

### CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	4,946	9,728	6,278
Swift & Co.	3,294	9,623	5,974
Morris & Co.	2,313		
Wilson & Co.	1,225	5,952	4,648
Anglo-Amer. Prov. Co.	334		
G. H. Hammond Co.	2,313		
Shippers	16,649	8,832	7,514
Others	11,877	16,260	3,269
Brennan Packing Co., 1,349 hogs; Western Packing Co., Inc., 2,765 hogs; Agar Packing Co., 5,235 hogs.			
Total: 45,250 cattle; 7,485 calves; 59,694 hogs; 27,983 sheep.			
Not including 2,130 cattle, 434 calves, 22,080 hogs and 15,876 sheep bought direct.			

### KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	4,548	1,667	2,124	3,880
Cudahy Pkg. Co.	2,325	1,415	1,151	3,189
Swift & Co.	2,820	1,242	1,688	3,309
Wilson & Co.	3,092	1,664	1,262	3,885
Indep. Pkg. Co.	2,737	606	220	
M. Kornblum Pkg. Co.	1,235			
Others	10,515	1,411	2,469	825
Total	24,535	7,399	8,984	15,088
Not including 13,260 hogs bought direct.				

### OMAHA.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,272	3,646	1,380	
Cudahy Pkg. Co.	5,565	2,786	5,127	
Dold Pkg. Co.	1,246	2,069	621	
Morris & Co.	2,737	606	220	
Swift & Co.	5,290	2,412	2,807	
Others	7,363	23,596		
Eagle Pkg. Co., 26 cattle; Grt. Omaha Pkg. Co., 135 cattle; Geo. Hoffman Pkg. Co., 39 cattle; Lewis Pkg. Co., 624 cattle; Omaha Pkg. Co., 186 cattle; John Roth & Son, 116 cattle; So. Omaha Pkg. Co., 258 cattle; Nebraska Beef Co., 297 cattle; Lincoln Pkg. Co., 434 cattle; Wilson & Co., 253 cattle.				
Total: 20,468 cattle and calves; 18,902 hogs; 33,540 sheep.				
Not including 3,279 hogs and 3,772 sheep bought direct.				

### EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,846	1,819	7,306	5,272
Swift & Co.	3,796	3,417	6,813	5,129
Morris & Co.	2,017	642	666	
Hunter Pkg. Co.	2,108	1,290	1,944	1,148
Hell Pkg. Co.			1,358	
Krey Pkg. Co.			2,206	
Laclede Pkg. Co.			579	
Shippers	8,760	8,564	14,089	1,171
Others	4,467	518	10,964	888
Total	22,994	16,258	45,927	13,599
Not including 3,453 cattle, 5,110 calves, 24,446 hogs and 1,795 sheep bought direct.				

### ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,508	781	6,872	6,231
Armour and Co.	2,820	765	5,962	2,275
Others	1,888	168	1,122	386
Total	7,216	1,744	13,956	8,892
Not including 777 hogs and 596 sheep bought direct.				

### SIoux CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,929	367	3,373	3,440
Armour and Co.	2,569	376	3,472	2,919
Swift & Co.	2,367	304	1,060	2,496
Shippers	3,589	252	2,473	6,152
Others	391	13	68	2
Total	11,845	1,312	11,295	15,009

### OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,806	1,844	2,310	547
Wilson & Co.	3,786	2,588	2,306	522
Others	277	14	606	
Total	7,929	4,486	5,231	1,069
Not including 23 cattle bought direct.				

### WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,955	1,228	1,412	1,641
Dold Pkg. Co.	918	173	1,014	15
Wichita D. B. Co.	13			
Dunn-Dietzinger	100			
Fred W. Dold	130			
Sunflower Pkg. Co.	53		128	
Pioneer Cattle Co.	5			
Keefe Pkg. Co.	349			
Total	3,523	1,401	2,616	1,642
Not including 1,095 hogs and 266 sheep bought direct.				

### DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	1,225	314	1,435	2,818
Armour and Co.	1,986	881	315	949
Cudahy Pkg. Co.	1,128	165	529	2,258
Others	1,872	328	926	785
Total	5,106	1,222	3,839	10,510

### ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	4,297	3,423	19,112	11,309
Cudahy Pkg. Co.	1,986	2,171		
Swift & Co.	7,208	4,939	27,304	18,168
United Pkg. Co.	2,895	350		
M. Rifkin & Son	396	164		
J. T. McMillan Co.	2,678	867	4,102	16,434
Others				
Total	19,165	11,914	50,518	45,911
Not including 93 cattle, 144 calves, 4,708 hogs and 589 sheep bought direct.				

### MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	2,458	4,266	12,818	1,199
Bimble & Co.				
Newark			504	
Omaha Pkg. Co., Chi.	650		1,783	1,736
Van Wagner, Newark			496	
Armour and Co., Mil.	1,056	2,078		
Armour and Co., Chi.	218			
N. Y. B. D. M. Co.	38			
Swift & Co., Balt.			361	
Michels Pkg. Co.		47		
Corkran Hill			352	
Sperry Barnes			474	
Luck Bros. Co-op.	54	46		
Shippers	281	9	99	112
Others	1,026	814	55	191
Total	5,781	7,260	16,942	3,238

### INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan Co.	1,709	795	10,737	3,785
Armour and Co.	643	304	2,019	
Hilgemeler Bros.	8		724	
Stump Bros.			148	
Meier Pkg. Co.		18		
Stark & Wetzel	121	18	262	
Wahlitz and Deters	58	124	408	44
Manass Hartman Co.	50	19		
Shippers	3,129	1,714	21,927	4,933
Others	1,398	150	132	171
Total	7,184	3,220	36,515	8,955

### CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Son		38		412
E. Kahn's Sons	1,075	242	5,921	3,225
Lohrey Pkg. Co.	4		276	
H. H. Meyer Pkg. Co.	19		4,457	
J. Schlachter's Son	132	185		75
J. & F. Schroth P. Co.	16		2,563	
J. F. Stegner & Co.	288	174		62
Shippers	249	817	5,007	
Others	2,774	1,060	818	434
Total	4,557	2,016	19,042	4,208
Not including 912 cattle, 3 calves, 946 hogs and 2,434 sheep bought direct.				

### RECAPITULATION.

#### CATTLE.

	Week ended Oct. 23.	Prev. week.	Cor.
Chicago	45,250	37,719	50,108
Kansas City	24,535	22,839	21,227
Omaha	20,468	18,755	23,215
East St. Louis	22,994	21,770	21,047
St. Joseph	7,216	6,872	7,593
Sioux City	11,845	11,131	14,421
Okla. City	7,929	4,832	5,660
Wichita	3,523	2,900	2,300
Denver	5,106	5,710	5,671
St. Paul	17,708	15,385	20,974
Milwaukee	5,781	4,662	3,915
Indianapolis	7,184	6,167	7,102
Cincinnati	4,557	3,423	2,040
Ft. Worth		8,148	7,612
Total	184,096	170,335	194,885

\*Cattle and calves.

#### HOGS.

	Week ended Oct. 23.	Prev. week.	Cor.
Chicago	59,694	44,918	80,998
Kansas City	8,984	9,621	12,365
Omaha	18,902	17,713	40,592
East St. Louis	45,927	40,947	60,506
St. Joseph	13,956	12,607	23,303
Sioux City	11,295	10,864	26,488
Okla. City	5,231	4,775	5,794
Wichita	2,616	3,177	3,997
Denver	3,839	3,762	6,352
St. Paul	50,518	37,798	52,121
Milwaukee	16,942	14,809	23,023
Indianapolis	36,515	28,944	38,998
Cincinnati	19,042	17,185	23,412
Ft. Worth		4,897	3,065
Total	293,761	252,017	401,014

#### SHEEP.

	Week ended Oct. 23.	Prev. week.	Cor.
Chicago	27,983	34,283	48,229
Kansas City	15,088	18,827	22,366
Omaha	33,540	45,365	12,134

East St. Louis	13,509	13,156	10,816
St. Joseph	8,892	11,642	13,526
Sioux City	15,009	14,097	13,776
Okla. City	1,069	1,702	839
Wichita	1,642		703
Denver	10,510	13,973	28,324
St. Paul	45,911	34,535	4,547
Milwaukee	3,238	3,786	36,418
Indianapolis	8,955	12,175	9,161
Cincinnati	4,208	4,362	4,126
Ft. Worth		3,700	4,662
Total	189,644	212,358	298,627

## CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

### RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Oct. 18	21,946	3,898	22,379	13,055
Tues., Oct. 19	7,908	1,789	20,335	4,257
Wed., Oct. 20	8,928	786	11,295	6,059
Thurs., Oct. 21	6,463	1,218	14,324	10,173
Fri., Oct. 22	2,089	569	10,151	4,948
Sat., Oct. 23	1,500	100	6,000	5,000
Total this week	48,924	8,360	84,844	48,492
Previous week	38,175	7,135	64,120	52,302
Year ago	50,391	8,643	110,226	74,723
Two years ago	47,722	9,203	91,539	51,412

### SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Oct. 18	3,656	371	2,508	3,331
Tues., Oct. 19	4,133	744	1,430	309
Wed., Oct. 20	4,080	626	1,041	1,123
Thurs., Oct. 21	3,092	489	1,677	1,339
Fri., Oct. 22	1,527	123	1,743	1,501
Sat., Oct. 23		100		
Total this week	16,588	2,353	8,899	8,603
Previous week	14,187	2,127	10,813	9,668
Year ago	18,435	2,403	9,571	22,112
Two years ago	20,082	2,511	9,199	11,529

### OCTOBER AND YEAR RECEIPTS.

	October	1936	1937	1938
Cattle	131,255	165,457	1,376,978	1,775,836
Calves	23,046	29,334	319,688	338,881
Hogs	216,405	288,621	2,909,717	2,998,050
Sheep	160,369	234,204	2,059,820	2,053,167

### WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended Oct. 23	\$13.50	\$10.75	\$4.00	\$10.05
Previous week	13.35	10.70	4.35	10.50
1936	9.40	9.45	3.25	8.50
1935	10.45	9.70	3.60	9.05
1934	7.35	5.40	1.75	6.25
1933	5.40	4.30	2.30	6.90
1932	6.95	3.40	1.65	5.15
Ave. 1932-1936	\$7.00	\$6.45	\$2.50	\$7.15

### SUPPLIES FOR CHICAGO PACKERS.

	Cattle.	Hogs.	Sheep.
Week ended Oct. 23.....	32,336	75,585	34,880
Previous week.....	23,948	53,170	41,388
1936 .....	31,569	99,605	51,566
1935 .....	29,865	82,572	42,860
1934 .....	34,864	112,953	46,640
1933 .....	36,100	90,000	67,500

## RECEIPTS AT CHIEF CENTERS

Week ended Oct. 23, 1937:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended Oct. 23.....	304,000	343,000	340,000
Previous week .....	271,000	308,000	391,000
1936 .....	287,000	498,000	431,000
1935 .....	328,000	353,000	440,000
1934 .....	318,000	515,000	430,000

At 11 markets:

	Cattle.	Hogs.
Week ended Oct. 23.....	270,000	245,000
Previous week .....	410,000	284,000
1936 .....	450,000	363,000
1935 .....	421,000	363,000

At 7 markets:

	Cattle.	Hogs.	Sheep.
Week ended Oct. 23.....	220,000	230,000	213,000
Previous week .....	191,000	196,000	240,000
1936 .....	208,000	350,000	283,000
1935 .....	230,000	236,000	229,000
1934 .....	239,000	378,000	295,000
1933 .....	207,000	288,000	290,000
1932 .....	179,000	340,000	296,000

## CATTLE IMPORTS INCREASE

Three times as many live cattle were imported into the United States during August, 1937 as in August, 1936. During the first eight months of 1937, there were imported a total of 408,976 cattle.

Imports for August and the 8 months of 1937 compared with those of a year earlier are reported as follows:

	Aug., 1937.	Aug., 1936.	8 mos. 1937.	8 mos. 1936.
Cattle.				
700 lbs. or over:				
Canada .....	28,308	5,870	140,984	128,474
Mexico .....	621	537	24,494	21,212
Total .....	28,929	6,427	165,478	149,686

175 to 700 lbs.:

Canada .....	11,727	4,034	24,115	16,781
Mexico .....	10,424	5,347	145,482	112,240
Total .....	22,151	9,381	169,597	129,021

Under 175 lbs.:

Canada .....	5,162	2,631	72,641	51,013
Mexico .....	61	93	1,259	1,606
Total .....	5,223	2,724	73,900	52,619

From other countries.....

countries.. . . .	.....	1	.....	
Total all cattle .....	50,303	18,532	408,976	331,326

## U. S. INSPECTED HOG KILL

At 8 points for the week ended October 24, 1937:

	Week ended Oct. 24.	Prev. week.	Cor. week, 1936.
Chicago .....	81,579	64,198	106,737
Kansas City, Kansas.....	17,987	18,598	30,752
Omaha .....	14,357	13,051	27,058
St. Louis & East St. Louis.....	48,190	40,521	49,517
Sioux City .....	7,801	7,939	22,788
St. Joseph .....	12,130	12,252	19,787
St. Paul .....	47,060	42,532	64,971
N. Y., Newark and J. C. ....	44,514	47,518	48,589
Total .....	273,608	246,609	370,109

## MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics.)

### WESTERN DRESSED MEATS

	NEW YORK.	PHILA.	BOSTON.
STEERS, carcass *			
Week ending Oct. 23, 1937.....	7,232½	2,292	2,167
Week previous .....	5,076	2,470	2,176
Same week year ago.....	11,576	2,934	2,820
COWS, carcass			
Week ending Oct. 23, 1937.....	3,935	1,770	3,495
Week previous .....	3,739	1,580	3,152
Same week year ago.....	2,356	1,835	2,035
BULLS, carcass			
Week ending Oct. 23, 1937.....	394	667	20
Week previous .....	455½	608	11
Same week year ago.....	243	551	11
VEAL, carcass			
Week ending Oct. 23, 1937.....	12,756	1,862	940
Week previous .....	9,301	1,830	715
Same week year ago.....	15,738	1,906	857
LAMB, carcass			
Week ending Oct. 23, 1937.....	47,182	14,059	14,718
Week previous .....	47,336	14,472	15,366
Same week year ago.....	43,330	14,940	17,444
MUTTON, carcass			
Week ending Oct. 23, 1937.....	4,004	674	1,000
Week previous .....	5,864	908	1,313
Same week year ago.....	3,330	747	887
PORK CUTS, lbs.			
Week ending Oct. 23, 1937.....	1,988,743	402,056	222,025
Week previous .....	1,715,327	424,195	322,880
Same week year ago.....	1,720,358	491,302	313,704
BEEF CUTS, lbs.			
Week ending Oct. 23, 1937.....	487,258	.....	.....
Week previous .....	452,042	.....	.....
Same week year ago.....	340,941	.....	.....

### LOCAL SLAUGHTERS

CATTLE, head	Week ending Oct. 23, 1937.....	8,472	2,087	.....
	Week previous .....	8,558	2,106	.....
	Same week year ago.....	10,221	1,718	.....
CALVES, head	Week ending Oct. 23, 1937.....	17,088	3,576	.....
	Week previous .....	15,742	3,117	.....
	Same week year ago.....	14,218	1,930	.....
HOGS, head	Week ending Oct. 23, 1937.....	45,279	16,518	.....
	Week previous .....	48,006	15,723	.....
	Same week year ago.....	49,636	16,556	.....
SHEEP, head	Week ending Oct. 23, 1937.....	62,893	6,987	.....
	Week previous .....	74,067	5,951	.....
	Same week year ago.....	65,402	3,556	.....

## SOURCES OF SUPPLY

Percentage of livestock slaughtered during September, bought at stockyards and direct, is reported as follows:

	Sept., 1937.	Aug., 1937.	Sept., 1936.
	Per cent.	Per cent.	Per cent.
Cattle—			
Stockyards .....	77.98	80.75	80.62
Other .....	22.02	19.25	19.38
Calves—			
Stockyards .....	69.55	70.23	74.70
Other .....	30.45	29.77	25.30
Hogs—			
Stockyards .....	54.41	55.10	55.13
Other .....	45.59	44.90	44.87
Sheep and lambs—			
Stockyards .....	66.05	70.01	74.37
Other .....	33.95	29.99	25.63

## KINDS OF LIVESTOCK KILLED

The percentage of each class of livestock slaughtered during September, 1937, compared with September a year earlier is reported as follows:

	Sept., 1937.	Sept., 1936.	10 yr. Sept. av.
	Per cent.	Per cent.	Per cent.
Cattle—			
Steers .....	33.60	41.53	46.81
Cows and heifers.....	61.83	54.05	49.14
Bulls and stags.....	4.48	4.42	4.05
Hogs—			
Sows .....	56.35	59.32	58.15
Barrows .....	42.72	39.68	41.17
Stags and boars.....	.93	1.00	.68
Sheep and lambs—			
Lambs and yearlings .....	91.20	88.97	93.05
Sheep .....	8.80	11.03	6.95

## CHICAGO PACKER PURCHASES

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 24,768 cattle, 5,458 calves, 42,140 hogs and 18,616 head of sheep.

## CATTLE LEADER PASSES

Col. Ike T. Pryor, 85, pioneer Texas cattleman and former president of the American National Live Stock Association, passed away at San Antonio, Tex., recently.

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# Up and Down

## Meat Packing 40 Years Ago

(From The National Provisioner, Oct. 30, 1897.)

At the opening of the winter packing season on November 1, 1897, stocks at Chicago were estimated at 9,000,000 lbs. ribs, 102,000 bbls. pork and 163,000 tierces of lard of contract grades. This represented a decrease for the month of 8,000,000 lbs. ribs, 4,000 bbls. pork and 55,000 tierces of lard.

An opinion rendered by the federal court of appeals at Topeka, Kans., sustained the lower court in its ruling that the Kansas legislature had a perfect right to fix rates of charges at the Kansas City Stock Yards.

U. S. Bureau of Animal Industry reported favorable results from dipping experiments at Fort Worth to control Texas fever ticks.

In the Danish budget for 1898-99 an item of 200,000 kroner was included for the use of establishments connected with the meat export trade.

Cudahy Packing Co. leased Dressed Beef & Canning Co. plant at Sioux City, Ia., for 10 years, and planned to spend \$200,000 in improvements.

The firm of H. F. Vissman & Co., pork packers, Louisville, Ky., was dissolved by the withdrawal of H. F. Vissman. The remaining partners, C. F. Vissman, William A. Fritton, George Kopmeier and J. George Woerner, Jr., continued the business under the firm name C. F. Vissman & Co.

Standard Produce Co., Indianapolis, Ind., was incorporated with a capital of \$54,000.

Edward H. Soule, first superintendent for Swift & Company at Kansas City, died.

## Meat Packing 25 Years Ago

(From The National Provisioner, Nov. 2, 1912.)

German measures to relieve meat scarcity included an increase in live-stock production and imports of more meat and lard.

Department of Agriculture reported that average prices of meat animals in the United States on October 15, 1912 included beef cattle at \$5.36 per cwt., calves \$6.90, hogs \$7.70, lambs \$5.42.

New meat inspection regulations required that imported meat could not enter federally inspected establishments; required that the ethmoid bones be removed from heads of hogs, and warned against steam or vapor on killing floors that might interfere with inspection.

Gustav Bischoff, sr., head of the St. Louis Independent Packing Co., returned from a summer in Europe and found that he had been elected president of the American Meat Packers' Association.

Announcement was made that lard refinery of Henry Muhs Packing Co., Passaic, N. J., recently destroyed by fire would not be rebuilt. John W. Hall, one of the best-known and best-posted lard men in the country, who had charge of that part of the Muhs business, severed his connection with the company.

C. F. Vissman & Co., pork packers at Louisville, Ky., announced indefinite suspension of operations, owing to continued demands for increased wages.

John H. Morrell, director of John Morrell & Co., Ottumwa, Ia., retired from active connection with the company after 22 years of service.

Plant of Independent Packing Co.,

Chicago, was partly destroyed by fire, with a loss of \$100,000.

Meier Packing Co., Indianapolis, Ind., was granted permit to make a \$10,000 addition to its plant.

## Chicago News of Today

Donald MacKenzie, supervising engineer, Swift & Company, passed away suddenly at his home in Chicago on October 28 as the result of a heart attack. He had been at work in his office in the morning, in his usual genial spirits, but became ill shortly after noon. He had attended the sessions of the Institute convention earlier in the week, where his many friends throughout the industry greeted him. They will be shocked to learn of his sudden passing. He was a foremost authority in packinghouse engineering, and had supervised many of the mechanical improvements which have made Swift plants outstanding. His service with Swift covered 39 years. He was born in Edinburgh, Scotland, came to Chicago with his parents as a boy, and received his education in the Chicago schools and at the Armour Institute of Technology. He was 60 years

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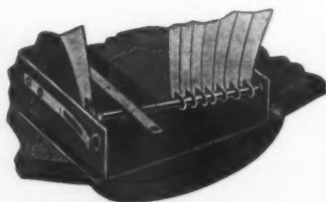


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of age, and leaves his widow, a son, Donald, Jr., and a daughter, Muriel.

Charles A. Danz, formerly president of the Fulton Street Wholesale Market Co., and long associated with the meat trade, passed away recently at the age of 77.

Packers and sausage manufacturers who visited convention headquarters of Identification, Inc., had the pleasure of meeting Dwight H. Green, former federal prosecutor, who conducted the prosecution of Al. Capone. Mr. Green is a member of the board of directors of this new enterprise.

Donald H. McGilvray, for many years treasurer of the Aberdeen-Angus Association, died this week at his Chicago home. Through his work for the association he was well known to livestock men everywhere.

A. G. Pennell, of Pennell's A. N. A. Surprise, Braybrook, Victoria, Australia, leading tallow refiners and tankage manufacturers, was in Chicago this week on a world tour with Mrs. Pennell. While here he visited leading rendering plants and also was a guest at the packers' convention.

George A. Hormel, founder of Geo. A. Hormel & Co., Austin, Minn., who celebrated the 50th anniversary of the founding of his company last week, continued the celebration during his visit to the packers' convention in Chicago. He was congratulated by leaders in the industry and a host of friends during the convention meetings.

Otto Finkbeiner, president, Little Rock Packing Co., Little Rock, Ark., brought Mrs. Finkbeiner with him to the convention this year. Needless to say, she was royally entertained by her many friends.

### New York News Notes

A. S. Dale, produce department, Wilson & Co., Chicago, was a visitor to New York during the week.

F. C. Turner, quality control department, and John Sagert, beef department, Armour and Company, Chicago, spent a few days in New York last week.

His many friends in by-products circles are congratulating Clarence Kohn, of Emil Kohn, Inc. New York, and Mrs. Kohn on the recent arrival of a daughter, their second child.

On October 18 Kingan & Co., Indianapolis, officially opened its new branch house at Ft. Greene Place, Brooklyn. This property was recently acquired and the new branch has as its manager Russell Weaver, formerly beef man for the company at Philadelphia.

Leo Nejelski, head of the advertising department, E. A. Schiewe, construction department, E. T. Swearingen, branch house provision department, J. J. Kolinger, casing department, and F. H. Lewis, curing department, Swift & Company, Chicago, were visitors to New York during the past week.

### Countrywide News Notes

J. E. Sullivan is new manager of the Wilson & Co. branch at Pittsburgh, Pa.

A group of 105 vocational students from Norwood, Ia., recently visited the Swift & Company plant at So. St. Paul, Minn.

Cattle receipts on the Omaha market on October 25 broke an all-time record, totaling 34,838 head compared with a previous high of 32,744 established on October 13, 1924.

Makers of meat barrel or tierce shooks will meet with other branches of the barrel shook trade at the semi-annual convention of the Associated Cooperage Industries at Memphis, Tenn., on November 9 and 10.

Certificates to conduct business under the firm names of Beverly Wholesale Meat Co., Los Angeles, Hoffman Bros. Meat Co., Los Angeles, and Hollywood Provision Co., Hollywood, have recently been issued to California owners.

Wm. Schluderberg-T. J. Kurlde Co. purchased 82 head of prize cattle from this year's Baltimore livestock show, including the grand champion carload and the reserve grand champion group of three steers. Other cattle purchased were prize winners exhibited by 4-H club members from Maryland, Virginia and West Virginia. An EssKay show was held at the Baltimore plant at which prize cattle, hogs and lambs purchased were displayed for retailers and others in the meat trade. Included in this show were the grand champion lamb and the grand champion pen of hogs. It has always been EssKay policy to support the Baltimore livestock show.

Golden anniversary of the day on which George A. Hormel, chairman of the board of Geo. A. Hormel & Co., arrived in Austin, Minn., to make his home there and to found his meat packing company, was celebrated by the Old-Timers' Club of Austin with a dinner on October 20 at which Mr. and Mrs. Hormel were honored guests. Many attending the dinner had watched the growth of the Hormel plant from its beginning as a retail market, and some in the group had worked for the company for many years. Mr. Hormel reviewed the history of the founding of the firm and as he spoke introduced George Peterson,

his right-hand man in the early days, Gid Smith, his hog buyer, Sam Moe, his first salesman, and Sam Lonigan, his first customer. Mr. Hormel recounted how he had agreed to go into the market business at Austin. He said at the time he had no money, but went to the Des Moines company which had previously employed him and told them what he intended to do. They told him he owed them \$103. He handed over \$3 and asked for \$500, promising to pay it back or work it out. He got the loan and paid it off. Mr. Hormel told about the depression of the 90's and the struggle to keep the business going. He spoke of the low wage scale in earlier years and predicted that workers will some day retire on a pension of \$100 a month. Jay C. Hormel, president of the Hormel company, presided at the dinner.

### Among New York Retailers

Licensing of retail meat markets with compulsory grading in the New York market, as planned by Commissioner of Markets Morgan, were the principal topics of discussion at the meetings of Brooklyn and South Brooklyn Branches. While nothing definite resulted, the consensus of opinion seemed to be that local grading would not be satisfactory, although federal control would undoubtedly be beneficial. The new bowling league comprising Brooklyn, Eastern District, Jamaica and South Brooklyn Branches, was also discussed.

A dinner dance was tendered the members of the 1938 ball committee at the Hotel St. George recently. The officers of the committee are Leonard Sussel, chairman, Charles Eisenhardt, vice chairman, Jack Hanna, treasurer, Frank Hamey, recording secretary and Chris Fischer, chairman program committee. This event, which is sponsored by Brooklyn, Jamaica and South Brooklyn Branches, will be held in Hotel St. George, February 6, 1938.

A bus ride to Ferncliff on October 27, a night club party at the French Casino November 14 and a card party at Sears Roebuck in Brooklyn, November 17, are some of the socials planned by the Ladies' Auxiliary in the near future.



### ARMOUR WORKERS MAKE MOUNTAIN MUSIC

Accomplished musicians of Armour and Company plant at East St. Louis who furnish entertainment at employe ball games and other gatherings. All can sing, yodel and play an instrument, with the exception of the group's "blues" singer.



## PRODUCE MARKETS

BUTTER.		
	Chicago.	New York.
Creamery (92 score).....	@35	@35 1/2
Creamery (90-91 score).....	31 1/2 @32 1/2	34 @35
Creamery firsts (88-90 score).....	31 1/2 @32 1/2	32 @33
EGGS.		
Extra firsts.....	@24 1/2	.....
Firsts, fresh.....	@22 1/2	@23
Standards.....	.....	26 @27
LIVE POULTRY.		
Fowls.....	12 @21	16 @25
Springs.....	19 @21	15 @24
Broilers.....	16 @26	26 @29
Old roosters.....	14 @15	.....
Turkeys.....	16 @22	24 @29
Ducks.....	12 @20	14 @20
Geese.....	12 @16	@20
DRESSED POULTRY.		
Chickens, 36-43, fresh....	@27 1/2	@27
Chickens, 43-54, fresh....	@27	@27 1/2
Chickens, 55 & up, fresh....	@27	27 1/2 @28
Fowls, 31-47, fresh.....	20 1/2 @22	21 1/2 @23
48-59, fresh.....	23 1/2 @24	24 @25
60 and up, fresh.....	@26 1/2	@27

## BUTTER AT FIVE MARKETS

Wholesale prices 92 score butter at Chicago, New York, Boston, Philadelphia and San Francisco week ended Oct. 21, 1937:

	Oct. 15.	16.	18.	19.	20.	21.
Chicago.....	35	35	34 1/2	34 1/2	35	35
N. Y.....	36	36 1/2	36 1/2	36	36	36
Boston.....	36 1/2	36 1/2	36 1/2	36	36	36
Phila.....	36 1/2	36 1/2	36 1/2	36 1/2	36 1/2	36 1/2
San Fran.....	35 1/2	35 1/2	35 1/2	36	36	35 1/2

Wholesale prices carlots—fresh centralized—90 score at Chicago:

34 1/2	34 1/2	34 1/2	34 1/2	34 1/2	34 1/2
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Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	Since Jan. 1, 1937.	1936.
Chicago.....	31,344	35,588	38,930	2,783,803	2,629,122
N. Y.....	39,098	42,741	40,443	2,660,647	2,818,775
Boston.....	15,212	14,952	15,692	953,107	963,563
Phila.....	12,014	10,547	12,569	809,579	874,358
Total.....	97,608	106,528	107,634	7,207,136	7,285,818

Cold storage movement (lbs.):

	In Oct. 21.	Out Oct. 21.	On hand Oct. 22.	Same week-day last year.
Chicago.....	76,845	293,435	29,840,266	26,022,766
New York.....	56,181	147,978	7,378,297	13,131,900
Boston.....	.....	15,376	3,292,703	2,915,301
Phila.....	45,756	48,010	1,276,795	2,391,814
Total.....	178,780	504,799	41,788,061	44,461,781

## RETAIL MEAT PRICES

Average of semi-monthly prices at New York and Chicago for all grades of pork and good grade of other meats in mostly cash and carry stores.

	NEW YORK.				CHICAGO.			
	Oct. 15, 1937.	Oct. 15, 1936.	Oct. 15, 1935.	Oct. 15, 1934.	Oct. 15, 1937.	Oct. 15, 1936.	Oct. 15, 1935.	Oct. 15, 1934.
<b>Beef</b>								
Porterhouse steak.....	58	46	47	50	43	44		
Stirloin steak.....	49	38	41	42	36	39		
Round steak.....	47	37	39	38	33	34		
Rib roast, 1st 6 cuts.....	39	30	34	36	29	31		
Chuck roast.....	31	23	25	27	22	25		
Plate beef.....	19	14	16	17	14	16		
<b>Lamb:</b>								
Legs.....	30	28	28	30	26	27		
Loin chops.....	43	42	40	43	39	38		
Rib chops.....	37	35	34	37	33	33		
Stewing.....	15	14	12	19	15	14		
<b>Pork:</b>								
Chops, center cuts.....	39	37	40	38	35	39		
Bacon, strips.....	42	39	44	39	37	42		
Bacon, sliced.....	47	43	48	48	44	48		
Hams, whole.....	33	33	35	30	30	31		
Picnics, smoked.....	27	24	25	26	22	26		
Lard.....	19	18	24	17	16	21		
<b>Veal:</b>								
Cutlets.....	50	43	45	42	38	40		
Loin chops.....	42	36	38	35	32	34		
Rib chops.....	36	31	32	31	28	30		
Stewing (breast).....	20	16	18	17	15	15		

## WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on October 28, 1937:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>Fresh Beef:</b>				
<b>STEERS, 300-500 lbs.:</b>				
Choice.....	\$20.00@23.00	.....	.....	.....
Good.....	15.00@20.00	.....	14.50@22.00	.....
Medium.....	11.00@15.00	.....	11.00@14.50	.....
Common (plain).....	10.00@11.00	.....	10.00@11.00	.....
<b>STEERS, 500-600 lbs.:</b>				
Prime.....	.....	.....	.....	.....
Choice.....	20.50@23.50	.....	23.50@25.50	.....
Good.....	15.50@20.50	.....	14.50@23.50	16.50@22.00
Medium.....	11.50@15.50	.....	11.00@14.50	13.00@16.50
Common (plain).....	10.00@11.50	11.00@13.00	10.00@11.50	11.00@15.00
<b>STEERS, 600-700 lbs.:</b>				
Prime.....	.....	.....	.....	.....
Choice.....	22.00@25.00	23.00@27.00	23.50@26.00	.....
Good.....	16.50@22.00	16.00@23.00	15.50@23.50	16.50@22.00
Medium.....	12.00@16.50	13.00@16.00	12.00@15.50	13.00@16.50
<b>STEERS, 700 lbs. up:</b>				
Prime.....	.....	.....	.....	.....
Choice.....	22.00@25.00	24.00@27.50	24.00@27.00	.....
Good.....	16.50@22.00	16.50@24.00	16.00@24.00	.....
<b>COWS:</b>				
Choice.....	.....	.....	.....	.....
Good.....	11.50@13.00	12.50@13.00	11.50@13.00	12.00@13.00
Medium.....	10.00@11.50	10.50@11.50	10.00@11.50	10.50@12.00
Common (plain).....	9.50@10.00	10.00@10.50	.....	10.00@10.50
<b>Fresh Veal and Calf:</b>				
<b>VEAL:</b>				
Choice.....	15.00@16.00	17.00@18.00	16.00@18.00	17.00@18.00
Good.....	14.00@15.00	15.00@17.00	14.00@16.00	16.00@17.00
Medium.....	12.00@14.00	13.00@15.00	12.00@14.00	14.00@16.00
Common (plain).....	11.00@12.00	12.00@13.00	11.00@12.00	12.00@14.00
<b>CALF:</b>				
Good.....	11.00@12.00	13.00@14.00	11.50@13.00	12.00@14.00
Medium.....	10.50@11.00	12.00@13.00	10.50@11.50	11.00@12.00
Common (plain).....	10.00@10.50	11.00@12.00	10.00@10.50	9.00@11.00
<b>Fresh Lamb and Mutton:</b>				
<b>LAMBS, 38 lbs. down:</b>				
Choice.....	17.50@18.50	19.00@20.00	19.00@20.00	18.00@19.00
Good.....	16.50@17.50	18.00@19.00	18.00@19.00	17.00@18.00
Medium.....	15.00@16.50	16.50@18.00	17.00@18.00	16.00@17.00
Common (plain).....	13.50@15.00	15.00@16.50	15.00@17.00	15.00@16.00
<b>LAMBS, 39-45 lbs.:</b>				
Choice.....	17.50@18.50	19.00@20.00	18.50@19.50	18.00@19.00
Good.....	16.50@17.50	17.50@19.00	17.50@18.50	17.00@18.00
Medium.....	15.00@16.50	16.00@17.50	16.00@17.50	16.00@17.00
Common (plain).....	13.50@15.00	15.00@16.00	15.00@16.00	15.00@16.00
<b>LAMBS, 46-55 lbs.:</b>				
Choice.....	17.00@18.00	18.00@19.00	18.00@19.50	18.00@19.00
Good.....	16.00@17.00	17.00@18.00	17.00@18.00	17.00@18.00
<b>MUTTON, Ewe, 70 lbs. down:</b>				
Good.....	8.00@ 9.00	10.00@11.00	9.00@10.00	.....
Medium.....	7.00@ 8.00	8.00@10.00	8.00@ 9.00	.....
Common (plain).....	6.00@ 7.00	7.00@ 8.00	6.50@ 8.00	.....
<b>Fresh Pork Cuts:</b>				
<b>LOINS:</b>				
8-10 lbs. av.....	19.00@20.00	20.00@21.00	19.50@21.50	19.00@22.00
10-12 lbs. av.....	18.50@19.50	20.00@21.00	19.50@21.50	19.00@22.00
12-15 lbs. av.....	18.00@19.00	19.50@20.50	19.00@20.50	18.00@21.00
16-22 lbs. av.....	16.00@17.00	17.00@19.00	17.00@18.50	16.00@18.00
<b>SHOULDERS, N. Y. Style, skinned:</b>				
8-12 lbs. av.....	15.50@16.50	.....	16.50@18.50	17.00@19.00
<b>PICNICS:</b>				
6-8 lbs. av.....	.....	17.00@18.00	.....	.....
<b>BUTTS, Boston Style:</b>				
4-8 lbs. av.....	15.50@17.50	.....	18.00@19.00	18.00@20.00
<b>SPARE RIBS:</b>				
Half Sheets.....	16.00@17.00	.....	.....	.....
<b>TRIMMINGS:</b>				
Regular.....	12.50@13.00	.....	.....	.....

<sup>1</sup>Includes heifers, 450 lbs. down, at Chicago.

<sup>2</sup>Includes sides at Boston and Philadelphia.

<sup>3</sup>Includes "skin on" at New York and Chicago.

## NEWS OF THE RETAILERS

Fred Weller and Charles Green opened meat business at Farmington, Ia.

Loren Victor Buss bought City Meat Market, Glencoe, Minn.

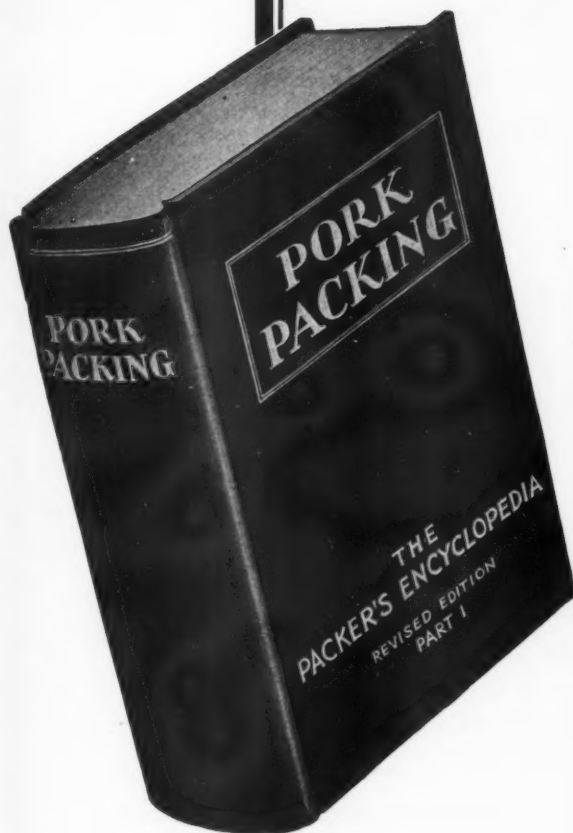
Walter A. Schultz sold meat market, Nicollet, Minn. to Ray C. Priebe.

Harold J. Sheehan has taken over meat department at Brown Store, Waseca, Minn.

Ted Gray will open meat business at Riverton, Neb.

Watch "Wanted" page for Bargains.

# Pork Department PROFITS



depend on how you operate the pork division of your plant. So important is this activity that this whole 360-page volume is devoted to discussion of the problems which come up in pork packing—practical solutions that make for greater efficiency in operation.

**KNOW YOUR COSTS** — Particular emphasis has been laid on figuring of tests, which plays such an important part in pork operations. 100 pages of tables showing results of actual tests are a guide to the packer who wants to know how his product will figure out.

## CONTENTS

Buying — Killing — Handling Fancy Meats — Chilling and Refrigeration — Cutting — Trimming — Cutting Tests — Making and Converting Pork Cuts — Lard Manufacture — Provision Trading Rules — Curing Pork Meats — Soaking and Smoking — Packing Fancy Meats — Sausage and Cooked Meats — Rendering Inedible Products — Labor and Cost Distribution — and Merchandising.

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# CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS

Carcass Beef					
Prime native steers—		Week ended October 27, 1937.		Cor. week, 1936.	
400-600	26	@28½	17	@17½	
600-800	26	@28½	16	@16½	
800-1000	26	@27	15½	@15½	
Good native steers—					
400-600	23	@24	16	@16½	
600-800	23	@24	15	@15½	
800-1000	23	@24	14½	@14½	
Medium steers—					
400-600	18	@19	14½	@15½	
600-800	18	@19	14½	@15½	
800-1000	18	@19	14	@14½	
Heifers, good, 400-600	18	@20	15½	@16	
Cows, 400-600	10	@12½	9½	@10	
Hind quarters, choice...		@32		@20½	
Fore quarters, choice...		@20		@14	

### Beef Cuts

Steer loins, prime	@54	@29
Steer loins, No. 1	@49	@27
Steer loins, No. 2	@37	@26
Steer short loins, prime	@70	@40
Steer short loins, No. 1	@62	@33
Steer short loins, No. 2	@41	@32
Steer loin ends (hips)	@36	@22
Steer loin ends, No. 2	@33	@22
Cow loins	@19	@17
Cow short loins	@23	@21
Cow loin ends (hips)	@15	@15
Steer ribs, prime	@39	@20
Steer ribs, No. 1	@37	@18
Steer ribs, No. 2	@30	@17
Cow ribs, No. 2	@15	@13
Cow ribs, No. 3	@11	@11
Steer rounds, prime	@22 1/2	@15
Steer rounds, No. 1	@19 1/2	@14 1/2
Steer rounds, No. 2	@18	@14
Steer chuck, prime	@19	@12
Steer chuck, No. 1	@18	@12
Steer chuck, No. 2	@17	@11 1/2
Cow rounds	@12	@10
Cow chucks	@11 1/2	@10
Steer plates	@14	@9 1/2
Medium plates	@14	@9 1/2
Briskets, No. 1	@22	@12 1/2
Steer navel ends	@12	@8
Cow navel ends	@9	@7
Fore shanks	@9	@9
Hind shanks	@7	@5 1/2
Strip loins, No. 1, bbls.	@89	@55
Strip loins, No. 2	@84	@54
Strloin butts, No. 1	@39	@25
Strloin butts, No. 2	@22	@18
Beef tenderloins, No. 1	@80	@55
Beef tenderloins, No. 2	@65	@40
Rump butts	@14	@11 1/2
Flank steaks	@22	@12
Shoulder clods	@15	@12 1/2
Hanging tenderloins	@18	@12
Insides, green, 6@8 lbs.	@15 1/2	@13 1/2
Outsides, green, 5@6 lbs.	@14 1/2	@13 1/2
Kauckles, green, 5@6 lbs.	@13 1/2	@13 1/2

### Beef Products

Brains (per lb.)	@9	@7
Hearts	@11	@10
Tongues	@18	@16
Sweetbreads	@22	@16
Ox-tail, per lb.	@10	@8
Fresh tripe, plain	@9	@9
Fresh tripe, H. C.	@11 1/2	@11 1/2
Livers	@20	@18
Kidneys, per lb.	@9	@10

### Veal

Choice carcass	@18	14 @15
Good carcass	@15	@17
Good saddles	@10	@21
Good racks	@15	11 @12
Medium racks	9 @10	@9

### Veal Products

Brains, each	@10	@9 1/2
Sweetbreads	@35	@35
Calf livers	@35	@35

### Lamb

Choice lambs	@19	@16
Medium lambs	@17	@14
Choice saddles	@24	@19
Medium saddles	@22	@17
Choice fores	@16	@14
Medium fores	@15	@12
Lamb fries, per lb.	@30	@25
Lamb tongues, per lb.	@15	@15
Lamb kidneys, per lb.	@20	@20

### Mutton

Heavy sheep	@8	@6
Light sheep	@9	@8
Heavy saddles	@19	@10
Light saddles	@10	@5
Heavy fores	@7	@4
Light fores	@7	@6
Mutton legs	@10	@11
Mutton loins	@8	@8
Mutton stew	@6	@5
Sheep tongues, per lb.	@12 1/2	@12 1/2
Sheep heads, each	@14	@10

## Fresh Pork and Pork Products

Pork loins, 8@10 lbs. av.	@19 1/2	@18
Picnics	@15	@14
Skinned shoulders	@16	@14 1/2
Tenderloins	@85	@85
Spare ribs	@15	@12 1/2
Back fat	@14	@13
Boston butts	@17	@16 1/2
Boneless butts, cellar trim, 2@4	@24	@22
Hocks	@13	@11
Tails	@12	@11
Neck bones	@8	@4 1/2
Slip bones	@13	@13
Blade bones	@14	@11
Pigs' feet	@4 1/2	@5
Kidneys, per lb.	@9	@9
Livers	@11	@9 1/2
Brains	@9	@8
Ears	@5	@6
Snouts	@10	@8
Heads	@10	@8
Chitterlings	@6	@6 1/2

## DRY SALT MEATS

Clear bellies, 14@16 lbs.	@13 1/2	@13 1/2
Clear bellies, 18@20 lbs.	@13 1/2	@13 1/2
Rib bellies, 25@30 lbs.	@13 1/2	@13 1/2
Fat backs, 10@12 lbs.	@12	@12
Fat backs, 14@16 lbs.	@15 1/2	@15 1/2
Regular plates	@12 1/2	@12 1/2
Jowl butts	@10 1/2	@10 1/2

## WHOLESALE SMOKED MEATS

Fancy reg. hams, 14@16 lbs., parchment	24 @25 1/2	
Fancy skd. hams, 14@16 lbs., parchment	25 @26	
Standard reg. hams, 14@16 lbs., plain	23 1/2 @24 1/2	
Picnics, 4@8 lbs., short shanks, plain	22 1/2 @23 1/2	
Picnics, 4@8 lbs., long shank, plain	21 1/2 @22 1/2	
Fancy bacon, 8@8 lbs., parchment paper	31 @32	
Standard bacon, 8@8 lbs., plain	27 1/2 @28 1/2	
No. 1 beef sets, smoked		
Insides, 8@12 lbs.	29 @30	
Outsides, 5@9 lbs.	20 1/2 @21 1/2	
Knuckles, 5@9 lbs.	20 1/2 @21 1/2	
Cooked hams, choice, skin on, fattened	@38	
Cooked ham, choice, skinless, fattened	@40	
Cooked picnics, skin on, fattened	@30	
Cooked picnics, skinless, fattened	@31	

## BARRELED PORK AND BEEF

Mess pork, regular	\$ @82.00	
Family back pork, 24 to 34 pieces	@33.00	
Family back pork, 35 to 45 pieces	@33.00	
Clear back pork, 40 to 50 pieces	@34.50	
Clear plate pork, 25 to 35 pieces	@29.00	
Bean pork	@27.00	
Brisket pork	@31.00	
Plate beef	@24.00	
Extra plate beef, 200-lb. bbls.	@25.00	

## VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.	\$18.60	
Lamb tongue, short cut, 200-lb. bbl.	20.00	
Regular tripe, 200-lb. bbl.	21.25	
Honeycomb tripe, 200-lb. bbl.	20.00	
Pocket honeycomb tripe, 200-lb. bbl.	27.00	

## LARD

Prime steam, cash, Bd. trade	\$ @9.20n	
Prime steam, loose, Bd. trade	@9.25n	
Refined lard, tierces, f.o.b. Chgo.	@11 1/2	
Kettle rend., tierces, f.o.b. Chgo.	@12 1/2	
Leaf, kettle rendered, tierces, f.o.b. Chicago	@12 1/2	
Neutral, tierces, f.o.b. Chicago	@12 1/2	
Compound, veg. tierces, c.a.f.	@10 1/2	

## OLEO OIL AND STEARINE

Extra oleo oil	12 1/2 @12 1/2	
Prime No. 2 oleo oil	11 1/2 @11 1/2	
Prime oleo stearine, edible	8 1/2 @8 1/2	

## VEGETABLE OILS

Crude cottonseed oil, in tanks, f.o.b.	6 1/2 @6 1/2	
Valley points, asmt., in bbls., f.o.b. Chgo.	9 1/2 @9 1/2	
Yellow, deodorized	9 1/2 @9 1/2	
Soap stock, 50% f.f.a. f.o.b. mills	1 1/2 @1 1/2	
Soya bean oil, f.o.b. mills	3 1/2 @6	
Corn oil, in tanks, f.o.b. mills	6 1/2 @7	
Coconut oil, sellere's tanks, f.o.b. const.	4 1/2 @4 1/2	
Refined in bbls., f.o.b. Chicago	@9 1/2	

## OLEOMARGARINE

(F. O. B. CHICAGO.)

White domestic vegetable margarine	@15	
White animal fat margarine, in 1 lb. cartons, rolls or prints	@15	
Puff paste (water churned)	@13	
(milk churned)	@13	

## DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. carton	@28	
Country style sausage, fresh in link	@23 1/2	
Country style sausage, fresh in bulk	@20 1/2	
Country style sausage, smoked	@25 1/2	
Frankfurters, in sheep casings	@24 1/2	
Frankfurters, in hog casings	@22 1/2	
Bologna in beef bungs, choice	@19	
Bologna in beef middles, choice	@19	
Liver sausage in beef rounds	@17 1/2	
Liver sausage in hog bungs	@20	
Smoked liver sausage in hog bungs	@21	
Head cheese	@20	
New England luncheon specialty	@26 1/2	
Mixed luncheon specialty, choice	@20	
Tongue Sausage	@20 1/2	
Rlood sausage	@19 1/2	
Souse	@19 1/2	
Polish sausage	@24 1/2	

## DRY SAUSAGE

Cervelat, choice, in hog bungs	@43	
Thuringer cervelat	@23	
Farmer	@31	
Holsteiner	@29	
B. O. salami, choice	@38	
Milano, salami, choice in hog bungs	@39	
B. O. salami, new condition	@23	
Frissas, choice, in hog middles	@28	
Genoa style salami, choice	@46	
Pepperoni	@37	
Mortadella, new condition	@24	
Capicola	@50	
Italian style hams	@39	
Virginia hams	@46	

## SAUSAGE IN OIL

Bologna style sausage, in beef rounds—		
Small tins, 2 to crate	\$6.00	
Frankfurt style sausage, in sheep casings—		
Small tins, 2 to crate	\$7.50	
Smoked link sausage, in hog casings—		
Small tins, 2 to crate	\$6.75	

## SAUSAGE MATERIALS

(F. O. B. CHICAGO.)

Regular pork trimmings	12 @12 1/2	
Special lean pork trimmings	@16	
Extra lean pork trimmings	@17	
Pork cheek meat	@12	
Pork hearts	8 1/2 @9	
Pork livers	8 1/2 @9	
Native boneless bull meat (heavy)	@11 1/2	
Boneless chucks	@10 1/2	
Beef trimmings	@9 1/2	
Beef cheeks (trimmed)	@8 1/2	
Dressed canners, 350 lbs. and up	@7 1/2	
Dressed cutter cows, 400 lbs. and up	@8 1/2	
Dr. bologna bulls, 600 lbs. and up	8 1/2 @9	
Pork tongues, canner trim, S. P.	@16	

## CURING MATERIALS

Nitrite of soda (Chgo. w'bae stock):		
In 425-lb. bbls., delivered	\$ 9.00	
Saltpeter, less than ton lots:		
Dbl. refined granulated	6.40	
Small crystals	7.40	
Medium crystals	7.75	
Large crystals	8.15	
Dbl. refd. gran. nitrate of soda	3.50	
Salt, per ton, in minimum car of 80,000 lbs. only, f.o.b. Chicago:		
Granulated	6.80	
Medium, undried	9.30	
Medium, dried	9.80	
Rock	6.60	
Sugar—		
Raw, 96 basis, f.o.b. New Orleans	@3.15	
Second sugar, 90 basis	None	
Standard gran., f.o.b. refiners (2%)	@4.85	
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%	@4.35	
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%	@4.15	
Dextrose, in car lots, per cwt.	@4.11	

(Continued on page 47.)

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F. G. VOGT & SONS, INC.—PHILADELPHIA, PA.

## Chicago Markets

(Continued from page 45.)

### SPICES

(Basis Chicago, original bbls., bags or bales.)		Whole.	Ground.
		Per lb.	Per lb.
Allspice, Prime	16	17 1/2	
Resifted	16 1/2	18	
Chili Pepper, Fancy	21	21	
Chili Powder, Fancy	27	31	
Cloves, Amboyna	27	31	
Madagascar	18 1/2	22	
Zanzibar	21	24 1/2	
Ginger, Jamaica	18 1/2	20	
African	17	19	
Mace, Fancy Banda	65	70	
East India	60	65	
B. I. & W. I. Blend	60	60	
Mustard Flour, Fancy	22 1/2	22 1/2	
No. 1	26	26	
Nutmeg, Fancy Banda	22	22	
East India	22	22	
B. I. & W. I. Blend	19 1/2	19 1/2	
Paprika, Extra Fancy	29	29	
Fancy	28	28	
Hungarian, Fancy	24	24	
Penins Sweet Red Pepper	26 1/2	26 1/2	
Pinexco (220-lb. bbls.)	27	27	
Pepper, Cayenne	23	23	
Red Pepper, No. 1	10 1/2	10 1/2	
Pepper, Black Alepp	10 1/2	10 1/2	
Black Lampung	7 1/2	8 1/2	
Black Tellicherry	10 1/2	12	
White Java Muntok	12	13 1/2	
White Singapore	11	12 1/2	
White Packers	12	12	

### SEEDS AND HERBS

	Ground for	Whole.
	Sausage.	Sausage.
Caraway Seed	9	11
Celery Seed, French	21 1/2	25 1/2
Common Seed	11 1/2	14
Coriander Morocco Bleached	10	12
Coriander Morocco Natural No. 1	8 1/2	10
Mustard Seed, Cal. Yellow	9 1/2	12 1/2
American	8 1/2	11 1/2
Marjoram, French	21	24
Oregano	15	18
Sage, Delmatian Fancy	8 1/2	10
Delmatian No. 1	8	9 1/2

### SAUSAGE CASINGS

(F. O. B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Beef casings:	
Domestic rounds, 180 pack	@.18
Domestic rounds, 140 pack	@.30
Export rounds, wide	@.38
Export rounds, medium	@.24
Export rounds, narrow	@.42
No. 1 weasands	@.06
No. 2 weasands	@.05
No. 1 bungs	@.15
No. 2 bungs	@.12
Middles, regular	@.37
Middles, select, wide, 2@2 1/2 in.	@.45
Middles, select, extra wide, 2 1/2 in. and over	@.80
Dried bladders:	
12-15 in. wide, flat	.70
10-12 in. wide, flat	.60
8-10 in. wide, flat	.35
6-8 in. wide, flat	.25
Hog casings:	
Narrow, per 100 yds.	2.45
Narrow, special, per 100 yds.	2.35
Medium, regular	2.10
English medium	1.75
Wide, per 100 yds.	1.50
Extra wide, per 100 yds.	1.25
Large prime bungs	.22
Medium prime bungs	.15
Small prime bungs	.12
Middles, per set	.18
Stomachs	.11

## NEW YORK MARKET PRICES

### LIVE CATTLE

Steers, medium and good	\$11.35 @ 12.25
Steers, common	@ 8.50
Cows, low cutter to cutter	3.50 @ 5.00
Heifers, cutter to common	5.50 @ 7.00
Bulls, top	@ 7.00
Bulls, cutter to medium	5.50 @ 7.00

### LIVE CALVES

Vealers, good to choice	\$ @ 12.50
Vealers, cull to common	5.00 @ 9.00
Calves, common to good	5.00 @ 7.25

### LIVE HOGS

Hogs, good to choice, 160 to 200-lb.	\$ @ 10.15
Sows	@ 8.25

### LIVE LAMBS

Lambs, good to choice	\$ @ 10.50
Lambs, good	@ 10.25
Lambs, cull and common	@ 7.50
Ewes, common to good	3.00 @ 5.50

### DRESSED BEEF

#### City Dressed.

Choice, native, heavy	.28 @ 31
Choice, native, light	.28 @ 28
Native, common to fair	.24 @ 27

#### Western Dressed Beef.

Native steers, 600@800 lbs.	.26 @ 28
Native choice yearlings, 440@600 lbs.	.26 @ 28
Good to choice heifers	.22 @ 24
Good to choice cows	.18 @ 20
Common to fair cows	.15 @ 17
Fresh bologna bulls	1 1/2 @ 12 1/2

### BEEF CUTS

	Western.	City.
No. 1 ribs	.35 @ 37	.37 @ 42
No. 2 ribs	.32 @ 34	.32 @ 36
No. 3 ribs	.24 @ 28	.25 @ 30
No. 1 loins	.45 @ 48	.46 @ 52
No. 2 loins	.35 @ 40	.40 @ 44
No. 3 loins	.30 @ 32	.30 @ 34
No. 1 hinds and ribs	.31 @ 33	.33 @ 36
No. 2 hinds and ribs	.25 @ 30	.26 @ 32
No. 1 rounds	.22 @ 23	.23 @ 24
No. 2 rounds	.21 @ 22	.21 @ 22
No. 3 rounds	.19 @ 20	.19 @ 20
No. 1 chucks	.23 @ 25	.24 @ 26
No. 2 chucks	.20 @ 21	.20 @ 21
No. 3 chucks	.19 @ 20	.20 @ 21
Bolognas	.11 1/2 @ 12 1/2	
Rolls, reg. 6@8 lbs. av.	.23 @ 25	
Rolls, reg. 4@6 lbs. av.	.18 @ 20	
Tenderloins, 4@6 lbs. av.	.50 @ 60	
Tenderloins, 5@6 lbs. av.	.50 @ 60	
Shoulder clods	.16 @ 18	

### DRESSED VEAL

Good	.18 @ 19
Medium	.16 1/2 @ 18
Common	.15 @ 16 1/2

### DRESSED SHEEP AND LAMBS

Lambs, spring, prime	.19 1/4 @ 20 1/4
Lambs, spring, good	.18 1/4 @ 19 1/4
Lambs, 38 lbs. down	.17 1/4 @ 18 1/4
Sheep, good	.9 @ 11
Sheep, medium	.7 @ 9

### DRESSED HOGS

Hogs, good and choice (90-140 lbs.)	\$15.25 @ 16.50
-------------------------------------	-----------------

### FRESH PORK CUTS

Pork loins, fresh, Western, 10@12 lbs.	@ 24
Pork tenderloins, fresh	@ 30
Pork, tenderloins, frozen	@ 30
Shoulders, Western, 10@12 lbs. av.	@ 20
Butts, boneless, Western	@ 23
Butts, regular, Western	@ 23
Hams, Western, fresh, 10@12 lbs. av.	@ 24
Picnic hams, West. fresh, 6@8 lbs. av.	@ 17
Pork trimmings, extra lean	@ 20
Pork trimmings, regular 50% lean	@ 16
Spareribs	@ 19

### SMOKED MEATS

Regular hams, 8@10 lbs. av.	.26 1/2 @ 27 1/2
Regular hams, 10@12 lbs. av.	.26 1/2 @ 27 1/2
Regular hams, 12@14 lbs. av.	.26 1/2 @ 27 1/2
Skinned hams, 10@12 lbs. av.	.27 @ 28
Skinned hams, 12@14 lbs. av.	.27 @ 28
Skinned hams, 16@18 lbs. av.	.27 @ 28
Skinned hams, 18@20 lbs. av.	.26 @ 27
Picnics, 4@6 lbs. av.	.24 1/2 @ 25 1/2
Picnics, 6@8 lbs. av.	.23 1/2 @ 24 1/2
City pickled bellies, 8@12 lbs. av.	.23 @ 24
Bacon, boneless, Western	.33 @ 34
Bacon, boneless, city	.32 @ 33
Rollettes, 6@10 lbs. av.	.24 1/2 @ 25 1/2
Beef tongue, light	@ 24
Beef tongue, heavy	@ 25

### FANCY MEATS

Fresh steer tongues, untrimmed	16c a pound
Fresh steer tongues, l. c. trimmed	25c a pound
Sweetbreads, beef	35c a pound
Sweetbreads, veal	70c a pair
Beef kidneys	14c a pound
Mutton kidneys	4c each
Livers, beef	29c a pound
Oxtails	18c a pound
Beef hanging tenders	30c a pound
Lamb fries	12c a pair

### BUTCHERS' FAT

Shop Fat	\$2.25 per cwt.
Breast Fat	3.00 per cwt.
Edible Suet	4.75 per cwt.
Inedible Suet	3.50 per cwt.

### GREEN CALFSKINS

	5-9	9 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 veals	.13	1.95	2.05	2.10	2.35
Prime No. 2 veals	.12	1.75	1.85	1.90	2.05
Buttermilk No. 1	.10	1.65	1.75	1.80	...
Buttermilk No. 2	.9	1.50	1.60	1.65	...
Branded gruby	.6	.75	.85	.90	1.00
Number 3	.6	.75	.85	.90	1.00

### BONES AND HOOF

	Per ton.
Round shins, heavy, delivered basis	\$80.00 @ 85.00
light, delivered basis	70.00 @ 75.00
Flat shins, heavy, delivered basis	@ 70.00
light, delivered basis	@ 65.00
Thighs, blades and buttocks	@ 62.50
White hoofs	@ 75.00
Black and striped hoofs	@ 50.00

### COOPERAGE

(Prices at Chicago)

Ash pork barrels, black hoops	\$1.47 1/2 @ 1.50
Ash pork barrels, galv. hoops	1.55 @ 1.57 1/2
Oak pork barrels, black hoops	1.37 1/2 @ 1.40
Oak pork barrels, galv. hoops	1.45 @ 1.47 1/2
White oak ham tierces	2.32 1/2 @ 2.35
Red oak-lard tierces	2.07 1/2 @ 2.10
White oak lard tierces	2.17 1/2 @ 2.20

Susie Sausage says:-



I tell you, boys, it's no speculation when you use Natural Casings.

**S. OPPENHEIMER & Co., Inc.**  
610 Root Street 470 Washington Street  
Chicago New York



# CLASSIFIED ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

## Men Wanted

### Sausage Foreman

Wanted for small eastern plant, sausage foreman capable of turning out complete line of sausage products, loaves, specialties, etc. Must be able to get the best results out of help as well as ability to eliminate all manufacturing and curing troubles. W-923, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Cost Accountant

Wanted, experienced cost accountant and production man, thoroughly versed in pork packing operations. Must be willing to live in southern Ohio. Good opportunity for advancement. Give full particulars in your first letter as to education and practical experience. Letter must be in own handwriting, not typed. W-910, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

## Position Wanted

### Salesman, Branch House Manager

Have you opening for a man with ten years' packinghouse experience as salesman or branch manager? Now employed, but seeking bigger opportunity. Two years as sales promotion manager, five years as salesman with proven record as producer. Age 33. Married. Will go anywhere. W-928, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

### Hog Killing & Cutting Foreman

Capable man with 16 years' experience as foreman, both large and small packers. Thoroughly familiar with yields, tests and labor costs. Can handle help efficiently. Steady and dependable. Married, but will go anywhere. Best of references. W-920, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

### Superintendent

Can run plant to make money. Willing to submit proof of ability. W-921, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Sausage Foreman

Experienced, capable sausage foreman is looking for connection with reliable firm. Many years' experience producing standard and high-grade sausage, loaves, specialties and baked and boiled hams. Steady and dependable. Married, but can go anywhere. Best references. W-906, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Plant Manager

Now available, executive with experience in buying, operating and sales, including retail stores. Knows all angles and can build up your business. W-915, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Sales Director or Supervisor

for provision, produce and meats desires connection. Will go anywhere. Experience in southern states, although is acquainted with Chicago territory. Will take position as salesman. W-926, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

## Miscellaneous

### Canned Hams Wanted

We can dispose of any quantity canned imported hams and picnics from any country. What have you? Please send full information. W-927, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

### Pigs Feet, Etc.

Wanted, pigs feet, front and hind; also hocks, lamb tongues, unskinned and long cut, any quantity. Must be priced right. Sight draft. Rosen Bros., 2 Main Ave., Passaic, N. J.

## Plants for Sale

### Sausage Factory

Excellent opportunity to buy modern, fully equipped sausage factory in town of 60,000 population near Chicago. Now doing good, active business in Chicago and suburbs. Will let go at sacrifice price for quick sale. For further particulars address FS-886, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Sausage Factory

For sale, modern sausage factory, brick and concrete construction. Capacity 15,000 lbs. weekly. Ample cooler space. Business well established. Price reasonable for quick sale. Located in northern Illinois city, 25,000 Population. FS-930, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Ohio Meat Packing Plant

Fine opportunity to buy modern Ohio city meat packing plant in fine farming community. Complete line beef, pork, veal. New electric refrigeration, excellent equipment, 4 trucks. Buildings in good condition; 7 acres; 4-room bungalow included. Doing good business. Other interests compel sale. Convenient terms. The Apple Co., Brokers, Cleveland, Ohio.

### Sausage Plant

For sale in Union Stock Yards, Baltimore, Md., completely equipped plant for manufacturing sausage and cooked meat products. Capacity 100,000 pounds sausage products weekly; also limited equipment for rendering and by-products. Modern fireproof buildings. 37,500 sq. ft. floor space. Pennsylvania and Baltimore & Ohio sidings. Two freezers, twelve coolers. Could be used for meat packing. Logical location to serve southeastern territory. Sacrifice price. Write for illustrated circular, list of equipment, and other information.

William Martien & Co., Inc., Agts.,  
3200 Baltimore Trust Building,  
Baltimore, Md.

Dispose of your surplus  
equipment through  
**THE NATIONAL  
PROVISIONER**  
"Classified" ads.

## Equipment Wanted

### Rendering Equipment

Wanted, Anderson Expeller, Filter Press and Grinder. Reasonable. W-924, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

## Equipment for Sale

### Butter Tubs, Egg Cases, etc.

For sale, once used fresh dumped clean butter tubs and lids. Also excellent used egg cases, complete with Mapes flats, fillers, lids. Carload, truckload or less. Additional Mapes flats and fillers in all amounts. Low prices, quality materials, available all times, all amounts. Buy now and save. City Egg Case & Butter Tub Corp., 189 S. 9th St., Brooklyn, N. Y.

### Refrigerator

For sale, refrigerator, almost new, a great bargain, made by Hill of Trenton, N. J. Size, 20 ft. wide, 10 ft. deep and 12 1/2 ft. high, connected with Frigidaire ice machine. All complete for the sum of \$1150, f.o.b. Wilmington, Del., guaranteed by the Wilmington Provision Company, Wilmington, Delaware.

### Hog Casing Cleaning Machine

For sale, "Boss" power hog casing cleaning machine, direct connected; diameter of cylinder 17 1/2 in., width 18 in., 3-horsepower motor, 220-volts, 3-phase, 60-cycle, alternating current. Good condition. Price \$345; 6 months to pay. Apply Wilmington Provision Company, Wilmington, Del.

### Used Packinghouse Equipment

For sale, 24-ton Frick ice machine with steam engine. Brownell boiler, Gem City boiler, Permutit water softener, cattle scale, track scales, pumps, lard cooking tank, blowers, tallow tanks, other items. For list and full particulars write to Geo. H. Alten, P. O. Box 426, Lancaster, Ohio.

### Harrington Lard Fillers

For sale, 3 Harrington lard filling units; one 1-lb. size, one 4-lb., 8-lb. size, and one for larger packages. FS-907, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

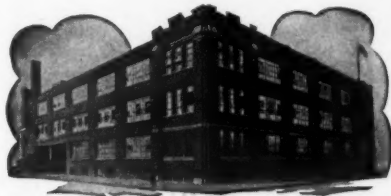
### Used Equipment for Sale

3 Anderson No. 1 Oil Expellers, motor driven, with 15-H.P., AC motors, complete with tempering apparatus; 2 Anderson RB Expellers; two 4 ft. x 9 ft. Mechanical Mfg. Co. Lard Rolls; 1 Albright Nell 2 1/2 ft. x 5 ft. Jacketed Dryer; 3 Bartlett & Snow Jacketed Digesters or Tankage Dryers 10' dia.; one 24 in. x 20 in. Type "B" Jeffrey Hammer Mill; one 24 in. x 16 in. Gruender Hammer Mill; 2 Jay-Bee Hammer Mills, No. 2, No. 3, for Cracklings; 2 Mechanical Mfg. Co. Double Arm Meat Mixers; 1 Buffalo No. 23 Silent Cutter; 1 No. 41 Enterprise Meat Chopper; 1 "Boss" No. 160 Meat Chopper. Miscellaneous: Cutters, Grinders, Melters, Cookers, Rendering Tanks, Hydraulic Presses, Kettles, Pumps, etc. What have you for sale? Send us a list.

CONSOLIDATED PRODUCTS COMPANY  
14-19 Park Row, New York, N. Y.  
Shops and Plant  
331 Doremus Ave., Newark, N. J.

The National Provisioner

Hog, Sheep, Beef Casings  
Certified Casing Color



Shurstitch Sewed Casings  
Special Hereford Flour

## INDEPENDENT CASING COMPANY

1335 West Forty-Seventh Street, Chicago, Illinois

LONDON NEW YORK CHICAGO HAMBURG WELLINGTON

### John Crampton & Company, Ltd.

Established 1849

MANCHESTER, 15

ENGLAND

The Leading Butchers' Supply House  
in Great Britain and Ireland

**Let Us Sell Your Products in  
Great Britain and Ireland**

*Offers of Hog Casings Solicited*

Sole U. K. Agents for The Visking Corporation, Chicago

### PATENT SEWED CASINGS

Manufactured Under Sol May Methods

by the PIONEERS

of Sewed Sausage Casings

HOG BUNGS—HOG BUNG ENDS—BEEF MIDDLES

### PATENT CASING COMPANY

617-23 West 24th Place

Chicago, Illinois

## THE CASING HOUSE

**BERTH. LEVI & Co., Inc.**

ESTABLISHED 1882

NEW YORK  
BUENOS AIRES

CHICAGO  
HAMBURG

LONDON  
WELLINGTON

### FRANK A. JAMES

21-23 FARRINGDON ROAD, LONDON, E. C. 1

Cable Address: - - JAMMETHO SMITH, London

**We are large Buyers all the year  
round of all grades of Hog Casings**

Cable Offers: - - C. I. F. LONDON

### To Sell Your Hog Casings

*in Great Britain*

communicate with

**STOKES & DALTON, LTD.**

Leeds 9

ENGLAND

# Oppenheimer Casing Co.

*Importers* **SAUSAGE CASINGS** *Exporters*

**CHICAGO, U. S. A.**

New York, London, Hamburg, Sydney, Toronto, Wellington, Buenos Aires, Tientsin

# ADVERTISERS

## IN THIS ISSUE OF THE NATIONAL PROVISIONER

The executives and other personnel of the companies in this list take a heavy load off your shoulders. They are the ones who worry about and study and test—design and redesign—equipment, supplies and services necessary for the everyday operation of your business. If they didn't do these

things you'd have to have men on your payroll who could, and other men who could fabricate, prepare and put into operation what these firms make available to you at a very much lower cost. Watch their advertising for the latest developments in time-and-money savers. It will be time well spent.



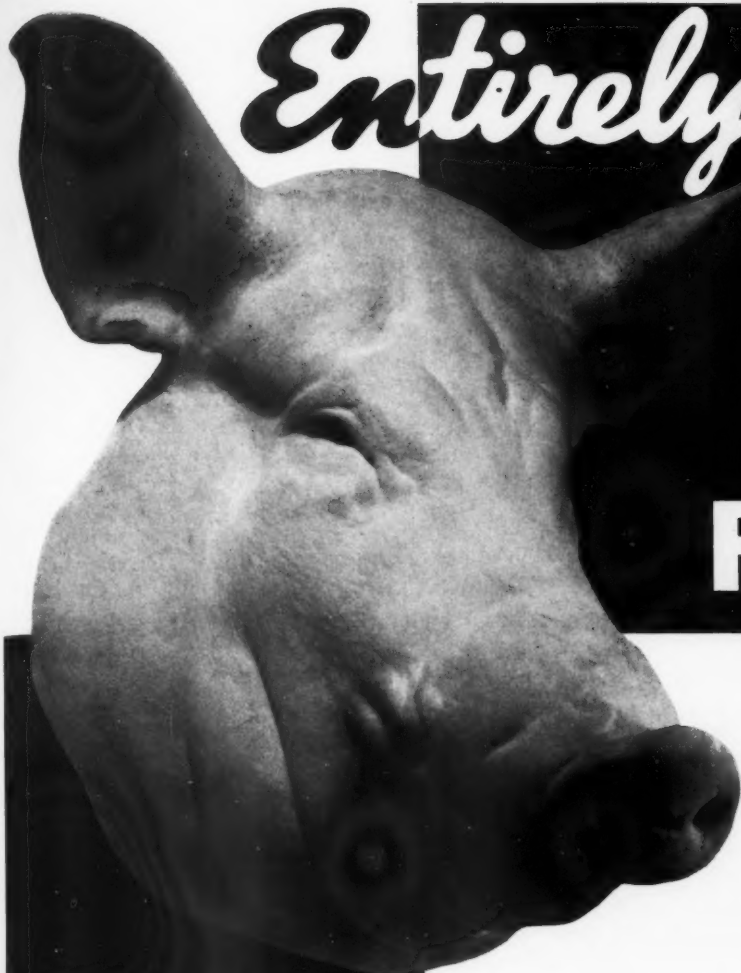
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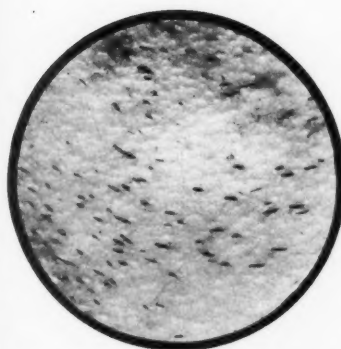




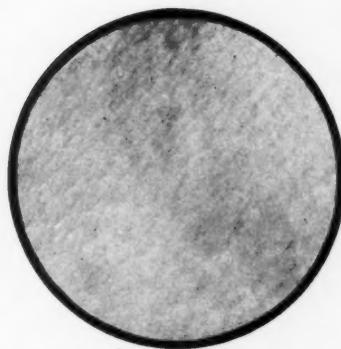
# *Entirely Free* *from* **HAIR** *and* **ROOTS**

● This unretouched photograph plainly shows HEADSKIN, JOWL, SNOOT, EARS, and LOWER LIP entirely free from hair, roots and stubble

*This*  
**HEAD  
 SELECTED  
 AT RANDOM**  
*from a*  
**DEPILATED  
 CARCASS**



Showing hair stubble imbedded in skin after singeing and shaving in the usual manner.



Perfectly cleaned skin — no hair stubble left after passing through the ANCO Depilating Process.

Patents Applied For

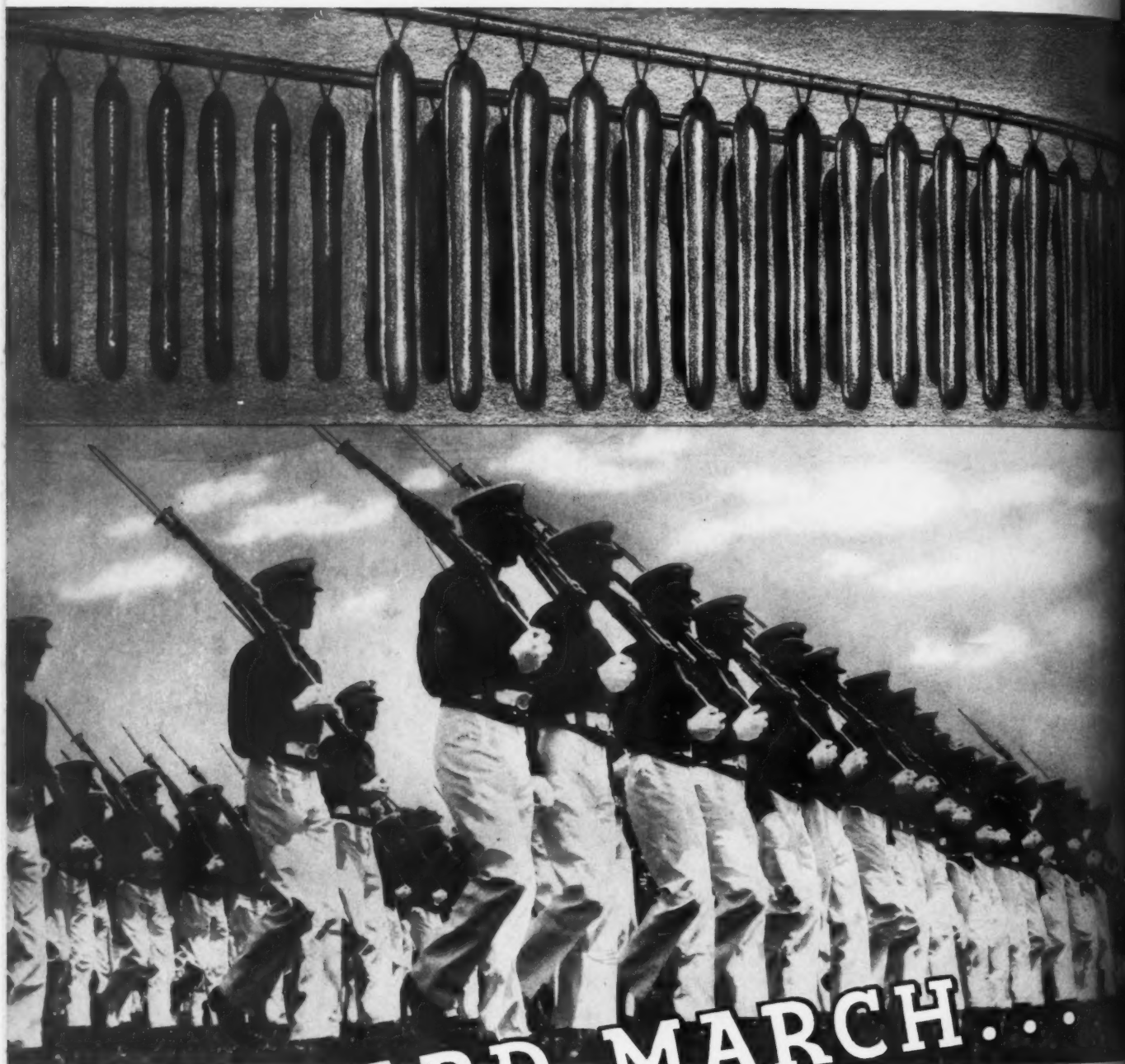
**THE ALLBRIGHT-NELL CO.**

117 Liberty Street  
 New York, N. Y.

5323 S. Western Boulevard  
 Chicago, Ill.

111 Sutter Street  
 San Francisco, Calif.

# SAUSAGE IS ALWAYS ON DRESS PARADE



**A CRISP ORDER!** Column after column of men move forward in review. *No time for buttoning collars now—the dress parade is on!*

Every day sausage products are passing in review before the exacting eyes of consumers . . . being inspected and compared with competing brands. *Here is where sales are made.* How important it is that your sausage meets with approval on this daily dress parade!

The uniformity of Swift's Selected Beef Casings together

*There is no chance for product not to look its best when stuffed in Swift casings. Ask your local Swift & Company representative about our full selection of rounds, weasands, middles, bungs, and bladders.*

with their fine quality will enable your product to make a favorable impression at all times. This is because Swift's natural casings are:

- FRESHLY HANDLED.
- WELL FATTED.
- ACCURATELY GRADED FOR SIZE.
- CAREFULLY INSPECTED FOR DEFECTS.
- WELL PACKED.

**USE SWIFT'S SELECTED BEEF CASINGS**

GRADE



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use Swift's

.  
any

NGS